

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Published by R. R. Bowker Co. at 62 West 45th Street, New York

R. R. Bowker, President and Treasurer; J. A. Holden, Secretary

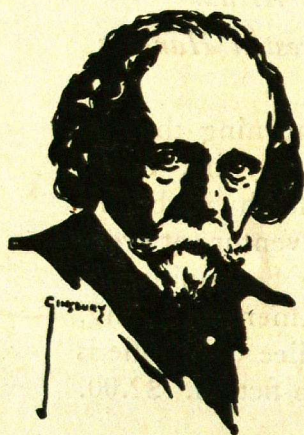
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, \$6.00; Zones 6-8, \$6.50; Foreign, \$7.00.

English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. C.

NEW YORK, JULY 16, 1921

No. 3



HALL CAINE No. 5

*The Name behind the Book
or the Book behind the Name.
Which is the bigger factor in
sales? In Hall Caine's case
we find both,—the world
famed name, the story of
universal interest.*

AUGUST TWENTY-NINTH

HALL CAINE'S THE MASTER OF MAN

THE AUTHOR stands alone as the novelist of the heart since Dickens. His stories thrill with intense humanity and their countless readers dwell in every land. His books have been translated into more foreign languages than any other modern works. Seven of them have been dramatized. Several have sold over half a million copies each. One sold more than a million.

THE NOVEL treats of a subject of universal and undying interest, one which has had a remarkable fascination for some of the foremost novelists—Tolstoy, Stevenson, Scott, Hawthorne, Lytton, and others. It is the story of sin and its consequences—a subject whose first chapter was written in the Garden of Eden, and which has interested the great of all ages.

WRITE FOR DISPLAY MATERIAL, CARDS, ETC.

J. B. LIPPINCOTT COMPANY, Phila.

Watch out for Her

The Jubilee Girl

By Arthur
Preston *Hankins*

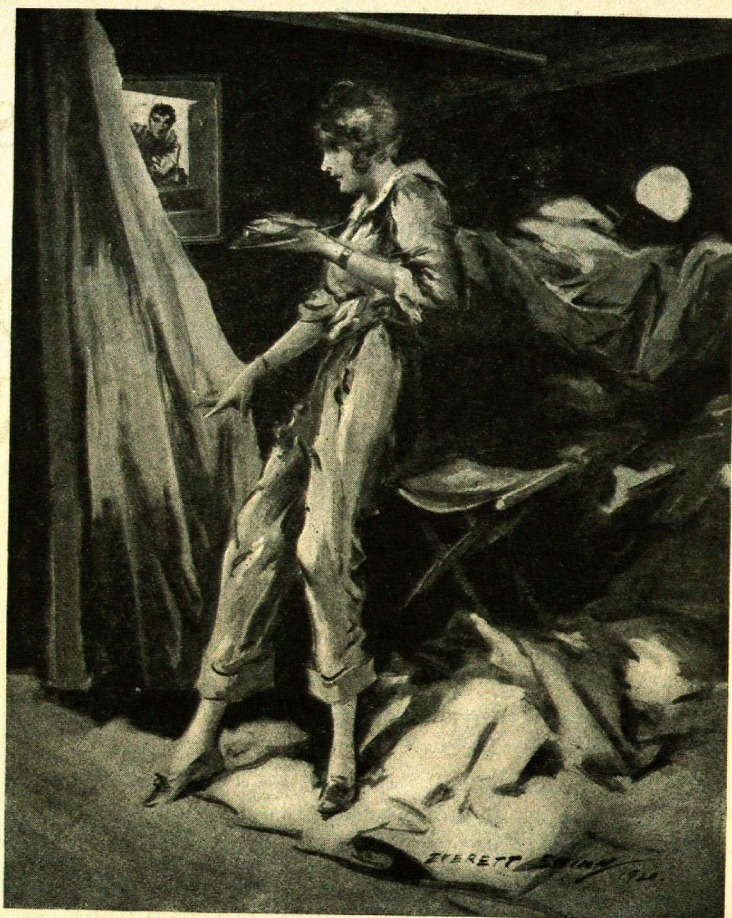
A certain young man realized one morning that he was wearied of the monotonies of everyday life. So he slipped into an empty freight car—and forthwith begins a story of carefree wandering, with adventure at every turn and romance in the distance ever beckoning onward. It is a *Broad Highway* with an American setting. And in the West he comes to the Jubilee Girl. She is a surprise, that girl, a heroine unique in fiction. \$2.00.

Ready October 1st.

You can't order too liberally.

Advertising helps on request.

DODD, MEAD & COMPANY
Publishers New York



One of Eleven Drawings in

REAL LIFE

The Joyous Novel of the Hour

by *Henry Kitchell Webster*

The Bobbs-Merrill Company

Out July Thirty

To be published September 24

OWEN JOHNSON'S

Great American Novel

THE WASTED GENERATION

"The Wasted Generation" has the surge of full life in it—the throes of souls, the deep loves of men, the clash of rivalry, the pain of sacrifice. It is an enthralling story of contemporary America. More than that, it is a convincing exposition of the failure of modern education to instil in our young men the ideals and the love of service which are inseparable from true Americanism.

"The Wasted Generation" is Owen Johnson's best novel, and its publishers consider it the finest American novel that has ever come into their hands for publication. It will be advertised as liberally and as energetically as it deserves to be.

343 pages. \$2.00 net.

LITTLE, BROWN & COMPANY, Publishers, BOSTON

ALFRED A. KNOPF



220 W. 42 St., New York

*The Record of
"Moon-Calf"*

Published October 18, at which time I called it "by far the most distinguished and significant first novel by an American that has ever been offered to me for publication."

Eight printings exhausted, ninth on sale, tenth on press.

In "Books of the Month's" list of best sellers from December on.

English publication announced by William Heinemann.

Newspaper serial rights bought, to start immediately.

*I have the honor to announce
that I will publish*

on October 15

**"THE
BRIARY-BUSH"**

by Floyd Dell

A SEQUEL to "Moon-Calf"

and on

September 15

**"THE
CHARMED
CIRCLE"**

by Edward Alden Jewell

*A first novel which I believe marks the advent of an American
writer of the first rank.*

(List price of each of the four books above, \$2.50 net)

*Vacant Space on
the U. S. Map*

Such fine novels as *Moon-Calf*, *Miss Lulu Bett*, and *Poor White* have helped to put the Middle West on the literary map.

Don't forget that **ZELL** by Henry G. Aikman, which has been praised by practically every critic of importance in the country, is a clean, wholesome and entertaining story of the Middle West which has an appeal for all of us.

Alfred A. Knopf

16 July, 1921

Why Dell will Sell 250,000

Reason No. 1:-

BECAUSE her new novel, "The Obstacle Race," is the best book she has yet written. And this means something when it is recalled that Ethel Dell has never had a failure. Her novels are always in the list of best sellers.



(More reasons to follow!)

ETHEL M. DELL'S NEW NOVEL *The* Obstacle Race

New York

G. P. PUTNAM'S SONS

London

12,500,000 *families* — representing over half of the entire population of the United States — will see this spectacular advertising next month. Are *you* stocked to meet the gigantic demand?

The Flaming Forest
To be published August 24

*Back from the Last
Outpost of Romance
now has come The
Greatest Adventure
Novel of our Time*

The

FLAMING FOREST

By James Oliver Curwood

Author of "The Valley of Silent Men," "The River's End," etc.

INSPIRED by the tremendous popularity of his last two Northland novels James Oliver Curwood determined to surpass them both in *The Flaming Forest*, the last of his trio of stories about the "Three-River Country." And how he has succeeded!

Read it and you'll be swept into a thrilling trip toward the Arctic in a modern Viking's palatial river-barge—into a

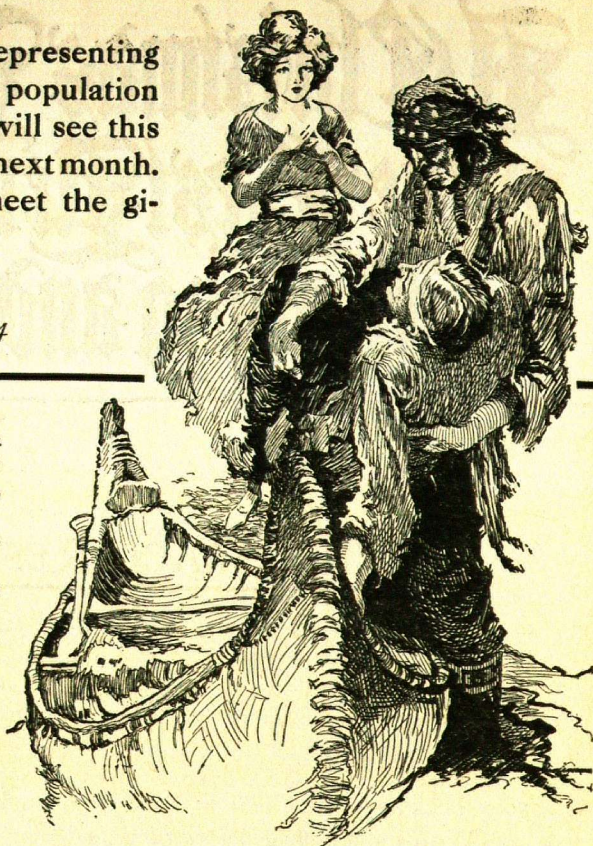
mystery of the sort that challenges keen wits—into a vivid romance full of the glamour of the north woods which Curwood, whose books have sold to nearly 2,000,000 readers, knows as does no other living author.

If you read "a book a week" or if you haven't read a novel in months or years—don't miss the breathless hours this epic story holds for you.

Wherever books are sold—\$2.00

Cosmopolitan Book Corporation

119 WEST FORTIETH STREET, NEW YORK.



A Christmas Bulletin of the Best New Books for Reading and Giving

1921

THIS SPACE RESERVED

—For the rest of the 1921 CHRISTMAS BULLETIN Cover design by Stuart Hay, artist of the New York Times Book Review.

It is one of the many features which will distinguish the coming issue of a catalogue which has set a new standard for imprinted book advertising.

Make the CHRISTMAS BULLETIN your Holiday message to your book customers and to those who ought to be book customers.

With its complete descriptions and more than two hundred illustrations, it is the surest and easiest means of interesting your trade in the new books of the fall.

Supplied complete with order blank, imprinted return envelope, and handsome envelope for mailing.

One hundred and fifty thousand copies distributed in 1920 by nearly three hundred booksellers.

Without the CHRISTMAS BULLETIN you will have a good fall season:—With it you will have a better one.

Ready in October. Order now—or better still, ask to have our representative call. Prepared and published solely by

THE BAKER & TAYLOR CO.

Wholesale Dealers in the Books of All Publishers

354 Fourth Avenue

NEW YORK

At Twenty-Sixth Street

THIS SPACE RESERVED

—for the bookseller's imprint—name, address, 'phone number, slogan, etc. No other name is displayed throughout the catalogue, for the CHRISTMAS BULLETIN is the only holiday catalogue WITHOUT DISPLAY ADVERTISING.

GENE STRATTON-PORTER

"Not because it will sell 500,000 copies—it will!—and not because it is by Gene Stratton-Porter do we *give over the front page* to-day to *A Daughter of the Land*; but because on her fiftieth birthday, which was yesterday, there was published this seventh of Mrs. Porter's novels." New York Sun, August 18th, 1918.

HER EIGHTH NOVEL IS—

HER FATHER'S DAUGHTER

What Critics Will Probably Say

PRESS CRITICS will undoubtedly express opinions in many veins after the publication of *Her Father's Daughter*. But in one sense they will be of unanimous opinion—for everyone *always* says that Mrs. Porter's novels are *popular*. Her readers (who have bought 9,000,000 copies) acclaim each new story.

When you learn about our campaign for introducing this book, compare the price (\$1.75) and format of the book itself with any other book being published this fall.

Information of our sales campaign sent you on request

Doubleday, Page & Co.



Garden City, New York

¶ *More than 9,000,000 copies of
these books have been sold*

THE SONG OF THE CARDINAL
FRECKLES
WHAT I HAVE DONE WITH BIRDS
AT THE FOOT OF THE RAINBOW
BIRDS OF THE BIBLE
A GIRL OF THE LIMBERLOST
MUSIC OF THE WILD
THE HARVESTER
MOTHS OF THE LIMBERLOST
LADDIE
MICHAEL O'HALLORAN
MORNING FACE
FRIENDS IN FEATHERS
A DAUGHTER OF THE LAND
HOMING WITH THE BIRDS

HER FATHER'S
DAUGHTER

by Gene Stratton-Porter

AUGUST 17th

Gene Stratton-Porter is an institution

*"We back these three to the limit"—
Will you?"*

My Brother Theodore Roosevelt

An intimate account
of his childhood,
boyhood, youth
and manhood
by

Corinne
Roosevelt
Robinson

"This book," says
the author, "is not
a biography, it is not
a political history of
the times . . . It is,
I hope, a clear pic-
ture, drawn at close
hand by one who
knew his loyalty and
tenderness of heart
in a rare and satisfy-
ing way."

\$3.00

Ready Sept. 9th



Galsworthy's
New Novel

To Let

is a story of to-day in
which the irony of social
satire and the lyrical beauty
of romance blend with sin-
gular power.

To Let

combines that passionate
sense of the beautiful re-
vealed in "The Dark
Flower" with the steady
scrutiny of present-day life
so marked in "The Man
of Property."

\$2.00

Ready Sept. 2nd

Frank H.
Spearman's

Red Hot Western
Romance

Laramie Holds the Range

Laramie is better
even than Whisper-
ing Smith and Nan
of Music Mountain,
—the best thing of
the kind in years
and years.

It is a romance of
the pioneer West
in the days of the
wars between cattle
men and rustlers.

Laramie "rides,
shoots, and speaks
the truth."

\$1.75

Ready Aug. 26th

CHARLES SCRIBNER'S SONS



FIFTH AVENUE, NEW YORK

This Book Has a Pulse

OUTWITTING OUR NERVES

By Jackson and Salisbury

¶ It is showing the pulse of a winner. London has leaped at an English edition, and we are putting through a large new printing here. The review editors are doing nobly by it. The *New York Evening Post* says half the people in the United States could read "Outwitting Our Nerves" with profit. The *New York Times* in a page review by Dr. Van Buren Thorne says it is invaluable; and this particular review, by the way, brought in a basketful of letters in two days asking for details about the book. The *Boston Transcript* and all the others that influence book-buyers talk as do the *Times* and *Post*. Feature editors are finding it good for stories. Best of all, readers of the book are hurrying to tell others about it.

¶ Yes, "Outwitting Our Nerves" has something people want. Its pulse is strong, speaking in a selling sense.

¶ The book has an arresting, provocative title. It has an almost perfect popular style—simple and clear with a kick and a laugh in it. It reduces to common sense that subject people have heard so much about—psychoanalysis. The book is convincing: it ought to be, it is based on years of experience by an enormously successful physician.

¶ "Outwitting Our Nerves" is easy reading. entertaining reading. helpful reading.

Price \$2.50

Published by **THE CENTURY CO., New York City**

MANUL PRINTING

A new process for the reprint
of any sort of book

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Examples of Manul Printing, and further details will be given on request. In order to make an estimate, a copy of the book to be reproduced will be required.

THE POLYGRAPHIC COMPANY
LAUPEN-BERNE, SWITZERLAND

THE TESTING OF "SCARAMOUCHE"

We picked it for a winner

Everyone in our organization who read SCARAMOUCHE, despite the diversities of taste, felt about it in the same way, unanimously agreeing that it was a story of absorbing and romantic interest. However, certain "kindly" critics on the outside when shown the book prior to having read it, informed us that novels with historical backgrounds were a thing of the past, that they were dead and buried. But we could not agree with this off-hand verdict, and we

Gave it the Acid Test

We sent out hundreds of copies to reviewers and to booksellers, asking their frank opinion of the story after reading it. We tried people of varying walks of life and of different points of view. The result was always the same—a sincere and warm-hearted note of praise. And on the strength of this unanimity, we

Then Quadrupled Our Advertising Appropriation

which already had been based on a sale that was far greater than what the book had up to that time enjoyed. Accordingly a campaign of three column newspaper advertisements is now under way in the larger centers. From week to week we are going to tell you more about SCARAMOUCHE. Next week we will give you extracts from a few of the many letters that we have received from booksellers whose opinions everyone respects. Following this we will let you hear what reviewers have to say, and later we will give you opinions from outside sources. Be among those who recommend SCARAMOUCHE to your customers rather than among those who wait until your customers ask for it. Only a most unusual book can merit the praise which has already been given to it.

HOUGHTON MIFFLIN COMPANY



BOOKMEN'S FOURTEENTH ANNUAL FIELD DAY
BEVERLY COUNTRY CLUB JULY 8, 1921
CHICAGO

BOOKMEN'S FIELD DAY—FOURTEENTH ANNUAL GATHERING—BEVERLY COUNTRY CLUB, CHICAGO JULY 8, 1921

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

July 16, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Opinions Will Differ

FROM THE NEW YORK TIMES: "Another speaker at the N. E. A. Convention at Des Moines, Ella F. Chamberlain, a librarian, asserted as the result of her observations and experience that to-day neither the average teacher nor the average pupil is a reader of books, and that reading at home is fast becoming for everybody a lost art.

"There is indeed some reason to fear the abandonment of the reading habit if the price of books remains at its present height and prohibitive for most people, but perhaps the publishers before long will repent and reform."

FROM "BOOKS AND FOLKS" BY EDWARD N. TEALL: "The publishers, in the two years after the war, have carried more of the load and left less of it for the consumers to bear, that the ever suspicious public can readily comprehend. When costs rose 200, 300 per cent and more, prices were advanced only 50 to 75 per cent. Not wholly from idealism but partly as a fruit of it and partly because the counsel of business shrewdness coincided with that of idealistic motive, the publishers more than other producers sacrificed a part of their fair and normal profit."

Mr. Teall, like the *Times* editorial writer, is a newspaper man. From the same post of observation both come to quite different conclusions.

The Stimulus of a Prize

IN a humorous and very human picture of boy life the head master of the Pottsville High School talks in the July 1 *Atlantic Monthly* about "What Do Boys Know?"

The basis of this particular report is an annual information test given to the prep school boys, a hundred questions covering literature, current events and general information. "The tests," he says, "are anticipated with an interest that amounts almost to enthusiasm. There are book prizes for the winners, and the suc-

cessful ones receive from their fellows plaudits not usually given in this day and generation to those whose wits are nimbler than their heels."

Perhaps it may not have been because "books were prizes" that the contest was entered into with enthusiasm, but, as the ideal prize for school events, books can have no equal. Every year ought to see the establishment of an increased number of such annual prizes thruout the country both in public and in private schools, preparatory schools and grade schools. The impetus that a sensibly framed contest can give to alert or laggard students is enormous and these prized volumes become the nucleus of libraries that will receive further additions both by gift and personal purchase.

The bookseller often has been the instrument of starting such annual prizes in his community and in finding interested alumni of the local schools who are only too interested to see such an opportunity to encourage the new generation of boys and girls.

Planning a Literary Evening

A NEW and interesting development in good book publicity is seen on the jacket of the new Joseph Lincoln book that has just come from Appleton. This is a suggestion that the reader may wish to have a Joseph Lincoln evening at some club, and that the publisher will give help in making such a plan. The wrapper reads, "Why not have your club spend an afternoon or evening with Joseph Lincoln?"

"If you are a member of an afternoon or evening literary or social club, why not suggest to your organization that they devote a meeting to the work of the American humorist, philosopher and novelist, Joseph C. Lincoln. A critical paper on his novels, a sketch of his life, the reading of some of his poems, a village cameo and a humorous episode or two from his books will make a delightful program.

"Fill out and mail to the publishers the coupon below. They will be glad to send you some suggestions for a suitable program. They will also assist you by furnishing free of charge a sketch of the author's life, and a specially prepared critical paper on his writings, by Hildegard Hawthorne, granddaughter of the great novelist, Nathaniel Hawthorne, and herself a foremost literary critic."

Many clubs which find enjoyment in literary programs of this sort will find such assistance of very real value, and the same material placed on file at public libraries will be of continuing interest to program makers. Many publishers have issued brochures about their authors, and the idea of following this with a suggestion for a literary program is a good one.

Fiction We Remember

AN interesting new feature was started in the book section of the Boston *Transcript* in the issue of July 2nd, a series of short comments by E. F. Edgett, the editor, on "Fiction We Remember." The first one to be listed is "The Honorable Peter Stirling" by Paul Leicester Ford, published by Holt in 1894 and still moving healthily on their list.

Such a series of articles from an editor of Mr. Edgett's long experience will be well worth watching, in fact, one of the really needed tasks that lies before general readers and literary critics is the re-evaluation of American writing of the past thirty years, the years since the establishment of international copyright arrangements with England gave their authors a chance to receive American royalties and our authors a chance to compete on equal terms for the support and enthusiasm of American publishers.

Hidden in this thirty year production lies material that needs to be reread in its relation to our present literary production and the evolution of an American literature.

Slump in Motion Pictures

AT the New Jersey convention of the moving picture theater owners at Atlantic City in the early part of July, the slump in the patronage and income of the motion picture industry, all over the country was discussed.

"We want pictures with more punch to them, with some human interest point to a story, rather than million-dollar spectacles," declared Sidney S. Cohen.

"When the average citizen was earning war wages the bad pictures were tolerated; now that industrial conditions have cut down the income of the wages earners, they have become discriminating and this is seriously felt in the box offices. The producers realize that some reconstructive work must be done to re-establish public confidence in the excellence of the picture plays. The theater

owners will tell the producers what their ideas are in regard to the way to reawaken lagging interest in motion pictures."

Photo Engravers

JUDGE Whitaker of the Supreme Court of New York rendered a decision in the suit brought by the Standard Engraving Company against the Photo Engravers' Union No. 1 to test the validity and applicability of the Meyer-Martin amendment to the Donnelly Anti-Trust Act, which was passed recently by the New York Legislature and signed by Governor Miller.

Justice Whitaker found that the activities of the union in fixing prices for photo engravings constituted a violation of this law. An injunction has been granted the Standard Engraving Company restraining the union and its officers from calling a strike to enforce this unlawful conspiracy.

In its suit the Standard Engraving Company sought to enjoin the union from declaring a strike upon its shop in order to carry out the agreement of the union fixing the base price of photo engravings. In its bill of complaint the company declared that the union dictated the prices at which the members of the Photo Engravers' Exchange could sell their product. The mandates of the union were carried out by threats to strike and by actual strikes against those who in any way departed from the prices fixed by the union.

The decision of the court gives a broad interpretation of the Meyer-Martin amendment and is the first judicial ruling on the Amended Donnelly Act. The decision, however, does not affect the right of workmen to strike or of the union to call a strike for legal objects, but the court in this case held that such a strike would be illegal as it would compel the employers to violate the law.

It is altogether likely that an appeal will be taken from Justice Whitaker's decision. According to E. J. Volz, president of the New York Photo Engravers' Union, even if the amendment is sustained there is nothing to compel individuals from quitting work if they want to.

In Judge Whitaker's decision it is not made plain how it will be effective, as it does not say that members of the union must work, and there is no power that can compel them to work if they don't want to.

The Photo Engravers' Union will probably appeal from Judge Whitaker's decision, as it is too far reaching and reactionary to be allowed to go unquestioned. In the meantime, the men will continue to obey the law as interpreted and announced.

As regards the prices of photo engraving there cannot be any material changes or reductions at present. The present agreement and wage scale remains effective until January, 1922, and was based on the present selling prices.

Publishers' Views on Fordney Tariff

I. Revenue Not Protection

By John Macrae

Vice-President of E. P. Dutton Co.

I HAVE your request of July 5th for a personal expression of opinion, and also an expression of opinion for the firm of E. P. Dutton & Co. regarding the schedule as related to the tariff on books, as proposed by the bill now pending before Congress.

Since the beginning of American publishing, it has been customary for American publishers to import editions of books from England to the United States, these editions being incorporated and made by agreement with the English publisher, a part of their own publications. This arrangement has not been one-sided; at times the English publisher buys editions from the American publisher, the custom being to divide the cost of production between the two countries, in proportion to the quantity used. Sometimes the books are manufactured in England, and at other times the books are manufactured in the United States, and sold by the American publisher to the English publisher, on precisely the same principle as the American publisher buys editions from the English publisher.

No True Wholesale Value

In 1877, when Secretary Sherman was Secretary of the Treasury, the question arose in the Appraiser's Stores of New York as to the proper value to be placed on editions of books from England into the United States. At that time we had as Secretary of the Treasury a simple old-fashioned American, who went directly to the heart of things, and who issued one of those simple American rulings which prevented any further difficulties in the matter of valuation until the régime of Secretary Gage. During Secretary Gage's occupancy of the Treasury Department the question of valuation again arose; but after investigation by the Treasury Department of the trade custom in England, it was decided to use the principle of the Sherman ruling made in 1877.

The question came up again during Secretary Shaw's time. The late President Roosevelt took a personal interest in the matter, conferring on several occasions with Secretary Shaw, and urging him to investigate the matter thru our London representatives and to find a proper way of settling the matter, in order that all possible difficulties and extra cost should be removed from burdening the value of imported books.

Again the point was raised by the Appraiser of the Port of New York during Secretary MacVeagh's régime. At that time a very careful investigation was made of the trade customs prevailing in London, as to the methods of purchase of imported editions by American publishers from the London publishers. Secretary MacVeagh gave careful consideration to

these reports, and issued an order as to the foreign market value of imported books, which prevented any trouble until the latter part of the Wilson administration of the Treasury Department. Up to Secretary MacVeagh's assumption of the Treasury portfolio, all of the rulings of the Treasury Department on the subject of imported editions of books, were based on the ruling by Secretary Sherman that there was no true wholesale market value for imported editions of books from England.

The question of the market value of books arose again during the latter part of the Wilson administration, at a time when the President and the Secretary of the Treasury were overwhelmed with matters of stupendous world importance; and unfortunately the academic policy of the Treasury Department upheld the action of the Appraiser of the Port of New York, as to the increased valuation of imported editions of books. As a result of this failure to act by the Secretary of the Treasury (there having been abundant precedent to do so), we and practically all of the important American publishers making it a practice from time to time to import editions of books from England have been unjustly handled. We ourselves have paid unjustly to the Government some thousands of dollars in penalties which are unjust to us, and an unnecessary tax, falling on the very class of Americans least able to bear such a tax. In other words, it is rare that American publishers import to any extent, except books which may be classed largely for the use of scholars and investigators.

Burden on Educators

The new Tariff should most certainly be carefully considered by Congress, and the phraseology changed and made so definite and clear for the future, that importing publishers will know actually how to enter at the Custom House their imported editions. It is my definite and positive opinion, with fullest knowledge of the conditions as to the cost of manufacturing books in the United States and in Great Britain, that there is no need whatsoever for any tariff on imported books from the standpoint of protection. If Congress in its wisdom feels that revenue should be collected from the importation of books, then the duty assessed should be based entirely on the question of the desirable revenue that books should contribute to the National Treasury. It will naturally be argued by the manufacturers of books that a protective tariff is necessary. Personally and in the interests of E. P. Dutton & Co., I will not raise my voice against any reasonable tariff which Congress may in its wisdom assess on the valuation of imported books, purely for revenue purposes. I

do with all the enthusiasm and earnestness in me urge that Congress looks squarely in the face the meaning of a tariff on imported books. Every additional per cent added as tariff on books, lays an additional burden upon the educators of this country; and there is and there can be no excuse whatever for a tariff on books, other than that of revenue production.

It appears to me, in hastily glancing over the proposed Tariff now pending before Congress, that all books of every description are to be classed as revenue producers on the basis of a 20 per cent ad valorem duty. In all recent Republican tariffs as enacted, books in foreign languages, books more than twenty years old, books for the use of the United States Government, books for public libraries and for institutions of learning, books with raised letters for the blind, have been admitted in the United States free of duty, when accompanied by a sworn statement from such public institutions that the books were intended for their use. The Underwood Tariff Act included all of the above classes of books on the free list, and added a very important class, namely, all textbooks used in schools, colleges and other

institutions of learning. By the narrow, absurd interpretation of the Treasury Department during the Wilson administration, this clause of the Underwood Tariff Act as regards free importation of books, was interpreted to mean arithmetics, spellers and such strictly primary school text-books, that the broad purpose in the interest of education of the Underwood Act was almost nullified.

The one most important thing for the importing publishers is to urge and have enacted a clause in the new Tariff, which will prevent that constantly recurring question of the foreign market value of imported editions. The point as to what rate of duty Congress may feel it desirable to impose upon imported books for revenue purposes, does not so much concern the importing publisher, as it will concern the ultimate consumers of imported books, who are mainly educators and the institutions of learning in the country.

The PUBLISHERS' WEEKLY cannot urge too strongly in its columns, that the phraseology of this new law shall be such that the importing publishers shall pay the duty on the price paid for the books in Great Britain.

II. An Unworkable Piece of Legislation

By George P. Brett

President of the Macmillan Company

I HAVE not had time during the very busy days since public announcement was made of the proposed new tariff bill to give its details the attention which ought to be given them before expressing an opinion on the matter of the adoption of the bill.

There are, however, certain provisions of the bill which are general and on which, in response to your invitation, I may comment.

Protection Needed

In the first place, let me say that I think that undoubtedly a tariff on the importation of books is needed in order to protect the workers in the publishing, printing, and book-binding trades from undue foreign competition, a competition which, in my opinion, will be more serious than ever in view of the conditions abroad in those countries from which books are usually imported into this country.

So that the provisions of the new tariff bill which impose a duty of twenty per cent upon the importation of books instead of the fifteen per cent duty which now prevails seem to me to impose a reasonable and fair duty on books to be imported into this country.

But I object very materially to the practice which has prevailed in the past and which will, I presume, prevail when this bill is in effect, by which only certain importers pay any duty at all. As a matter of fact, under the present bill not only are duties not collected on books imported by public libraries, which is unfair and unjust from the standpoint of the bookseller and publisher, but as

a matter of practice the Government seldom or never collects any duty on books imported by private persons thru the mail, which is a further cruel injustice to the booksellers in this country who in this way lose a considerable part of their business.

Not only do I think that duties should be collected by the Government from all importers of books, including the public libraries and the private purchasers of books from abroad by mail, but I think that the duty when enacted as a law should be collected on all classes of books and that neither scientific nor educational nor books written in foreign languages should be excepted.

The provisions of the new law under which duties are to be assessed on the market value in America instead of on the market value in the country of export seem to me to be a most vicious, a most unjust, and a most unworkable piece of legislation.

American Valuation

For many years, as your readers who have imported books will undoubtedly know, the Government assessed duties on books imported into this country on the bona fide price which the importer paid for these books. Latterly, and under the present law, this practice was changed, and without notice to the importers the Government began to collect duties on an assessed value which ranged from fifty per cent to, in some cases, one hundred per cent

more than the price which the importer actually paid for the books imported whereby many large importers of books into this country incurred heavy fines, and I can only characterize the change which I have referred to as one which was most unjust and arbitrary on the part of the Treasury,

Under the new law there will be no way, it seems to me, to determine beforehand as to what is the actual value on which the duty is to be assessed, and the provision in the new law under which the tariff is to be assessed on the American value will be a cause of vexation, dispute, and legal confusion.

III. Protectionism Reduced to Absurdity

By George Haven Putnam

(An Extract from a Letter Printed in the *New York Times* of July 9.)

IT is time that the attention of the American public should be directed to the new protection schemes that have been put into shape by the Committee on Ways and Means and that are now to receive consideration in the two houses of Congress.

These are schemes in regard to which it is the right and the duty of the voters and taxpayers of the country to express their opinions. The reports that have thus far come into print tell us that provision has been made for a substantial increase in the rates of duties on a long series of articles and materials which come into daily consumption and which are, therefore, to be classed as necessities of life.

These increases are, however, of small importance as compared with the proposition for the reshaping of the basis of valuation. Under the new plan, duty is to be assessed not on the amount paid by the American importer, nor on the cost of production in the market of origin, nor on the wholesale price in that market, but on the price (presumably the wholesale price) at which the goods are to be sold in the American market.

The selling price that the importer or the distributor buying from the importer, expects to secure must, of necessity, be based upon the entire cost, in which cost the amount of duty paid constitutes an important factor. The utilization as the basis of duty of the price charged for the goods in the American market means that there is to be a duty upon duty.

The rates specified in the schedule will, therefore, give but little information as to the amount to be collected.

Duty Upon Duty

In the case, for instance, of a book which is to be published in England at 10 shillings, the American publisher, importing for American readers one-half of the edition, say 1000 copies, would, under usual routine, pay for such supply about 2 shilling and 6 pence a copy. Under the (very arbitrary) interpretation which has during the past two or three years been enforced by the appraisers, the duty is assessed not on the amount paid by

What seems to me to be wanted in a new tariff law is a moderate duty (and twenty per cent seems to me to be a fair one) assessed on the value of all books that are imported into this country no matter by whom purchased, and this duty should be paid upon the bona fide price which the importer of the book in question pays to its foreign seller. Such a duty would properly protect our great publishing and manufacturing interests in this country, and would be easy and simple, so that every one could understand it, and would work without hardship to any interest concerned, as I see the matter.

the importing publisher, but on two-thirds of the retail price of the book in the market of origin. Under the present conditions, therefore, if a book published at 10 shillings, and half of the edition of which was imported for publication in the States, would be 15 per cent, not on 2 shillings and 6 pence but on 6 shillings and 6 pence.

Assuming that under the new conditions such importation could be made at all, the importing publisher would expect to make the retail price in this market for a book issued in London at 10 shilling about \$3.50. The wholesale price would in that case be about \$2.33. The duty on books in the present bill is raised from 15 per cent to 20 per cent, but the 20 per cent would in such a case be assessed upon a valuation for customs purposes of \$2.33 and would, therefore, be 47 cents a copy.

No Precedent

With any such burden of duty the importation of books in editions would be practically brought to a close. There could be no continuation of joint publishing arrangement under which could be produced international series with contributors from all parts of the world. Readers in the American market would be deprived of the advantage of securing at any practicable price the best work from the authoritative author on the subject-matter. The cost of books imported in smaller supplies would also be increased to such a point that the price would be excessive except for buyers who were not obliged to watch over expenditure closely.

In the long history of protective tariffs which have had for their purpose the restriction of trade between the nations, I can find no precedent for the absurd proposition of assessing duty on the selling price not in the market of origin, but in the market of consumption. Such an attempt can, in my judgment, only be described as "protection gone mad."

[In a letter to the Editor of the *PUBLISHERS' WEEKLY* Major Putnam calls attention to the following important omission in his letter as it appeared in *The Times*.]

In the letter that I recently brought into print in the *New York Times*, I find that, thru an error of the stenographer, one sentence was omitted; a sentence of some importance in connection with the calculation to be arrived at as to the cost of transatlantic publications imported into this country in editions.

I referred to the cost of a book published in England at about 10 shillings, the edition of which was divided equally between the English and the American publishers. I

mentioned that the cost of a supply of, say, 1000 copies of such a book would be about 2 shillings and 6 pence.

There was a supplementary paragraph which specified that this cost covered the book delivered folded. Before the American publisher could fix his selling price for this market, he would have to make allowance for the cost of binding, ranging for such a book from 40 to 46 cents, and for the amount paid for the author's compensation, either in a fixed sum or in the form of royalty.

The Chicago Annual Field Day

THE Chicago Bookmen's Fourteenth Annual Field Day was given at Beverly Country Club on Friday, July 8th.

The week previous to Field Day was the hottest that Chicago has known for over forty years, and on the day preceding the event the Committee got in touch with the Weather Bureau and told the man in charge that he would have to do something special for the bookmen, as it would be impossible for them to carry out their program in such hot weather. He seemed to understand that bookmen were congregated from all over the country for this particular day, and to help them out he ordered a big rainstorm for that evening, which mercifully took place from 6 to 8 p.m. Altho it caused a great deal of damage to Chicago, it cooled the atmosphere tremendously, so that on Friday the bookmen could not have asked for a handsomer day. Field Day has been held consecutively for fourteen years, and it has never rained on any occasion, which is quite remarkable, showing that bookmen must be popular with the Weather Man.

The big event of the day, of course, was the Annual Baseball Game between the East and the West. The Eastern Team had won the past two years and had aroused the ire of the Chicago Bookmen, who decided to have Ralph Henry gather together a team that would surely carry off the honors. It was almost a foregone conclusion when Manager Henry appeared on the Ball Field with his team that the East were in for a good beating, and altho the Eastern representatives had shipped Harry Burt from New York to Chicago to act as pitcher for their team, the West won the game by the decisive score of 14 to 5. There was no doubt that the game was won on the square, but F. T. J. Nunan makes the claim that L. B. Vaughan entertained several of the Eastern ball-players on the night before Field Day, thus managing to keep them out very late, and naturally they were not in the best of shape on Field Day morning, as it is quite essential for ball-players to have a full night's rest.

The official umpire was C. A. Redding, of Chicago, who has umpired the game for many years in a very efficient manner. The official score-keeper was Edgar A. Guest, the famous author, or, as he is better known among the

boys, "Eddie" Guest, and the PUBLISHERS' WEEKLY representative, who had to rearrange the box score, says as a score-keeper, Eddie is a wonderful poet.

The East felt absolutely sure of winning, as their official rooter was Adam Burger, but Adam evidently had an off day, as his pets were trimmed, and trimmed good. The box score of the big game follows:

		EAST					
		AB	R	H	TB	BB	SH
Winters, 1 b.	2	0	0	0	1	0	
Monk, c. f.	2	2	1	1	1	0	
Macrae, 2 b.	3	2	2	3	0	0	
Crawford, 3 b.	3	0	2	2	0	0	
Archer, s. s.	2	0	0	0	1	0	
Dorsey, 1 f.	3	0	3	3	0	0	
McKay, r. f.	2	0	0	0	0	1	
Kraus, c.	3	0	0	0	0	0	
Burt, p.	2	1	1	1	1	0	
	22	5	9	10	4	1	

		WEST					
		AB	R	H	TB	BB	SH
Hallberg, 1 b.	3	3	2	6	1	0	
Kohr, 2 b.	4	3	1	3	0	0	
Drake, 3 b.	4	2	2	4	0	0	
Sargent, p.	3	1	1	1	0	0	
Hamer, 1 f.	3	0	0	0	0	0	
Feldman, c. f.	3	1	1	1	0	0	
Goodwin, s. s.	3	2	0	0	1	0	
Youngman, c.	3	2	1	1	1	0	
Stanton, r. f.	3	0	0	0	0	0	
	29	14	8	16	3	0	

Umpire—C. A. Redding Scorer—Eddie Guest.

While the ball-game is conceded to be the big event of the day, there are many other important events to many of the boys, and the Committee outdid themselves this year in the quantity and quality of prizes offered. The results of the different events were as follows:

Golf: Blind Bogey—Won by D. P. Bean; 2nd prize by J. L. Crowder.

Pinochle Contests—Won by John H. Hopkins, 2nd prize by Perry Donaldson.

Indoor-Outdoor Ball Game—Won by Sam Darst's team, 38-26.

100 Yard Dash—Won by J. Hamer.

Three-Legged Race—Won by Youngman and Sargent.

Sack Race—Won by George Lea.

All-Fours Race—Won by S. W. Drake.

Fat Men's Race—Won by Louis Levy.

Relay Running Race, East vs. West—Won by West.

Tug of War, East vs. West—Won by West.

Golf: Approaching and Putting Contests—Won by P. A. Murkland.

Golf: Putting Contest—Won by H. P. Burt; 2nd prize by Ralph Henry.

At 7.30 the 108 in attendance sat down to the banquet, and 108 men were unanimous in saying that the Beverly Country Club had given the bookmen the best luncheon and dinner they had had at any Field Day. In the past the Toastmaster for the banquet had been chosen from the older representatives, and this year the Committee decided to reverse the order and choose from among the younger set. Quite naturally the choice was that silver-tongued orator, D. L. Macrae, and the younger set ought to feel proud of the very efficient manner in which he acted and the numberless bright, witty and humorous remarks he made in introducing the different speakers.

Mr. Macrae, instead of calling on one of the younger set as the first speaker, pleased the old boys by calling on one of the oldest in the book business in Chicago, Mr. Harry Runyan, but, unfortunately, Mr. Runyan had used his voice so much during the day that it was very weak at the banquet and very few could hear his talk, altho the reporter knows it must have been very good and very humorous, because Mr. Runyan laughed at his own stuff continually.

The next speaker was Harry Hansen, the book reviewer of the Chicago *Daily News*, who gave the boys a very interesting talk about his particular branch of the book business, a most important one.

The last speaker of the evening was "Eddie" Guest, who told stories and recited from his several works, and has the happy faculty of having his audience in laughter one moment and almost in tears the next. When he sat down the crowd was not satisfied and he was forced to get up and talk three different times before he begged off for the evening.

Before and during the speaking there were many songs, some especially written for the occasion. The musical program was arranged and managed by J. J. Mullen, who also was the author of several songs, and the Bookmen were certainly fortunate to have such an efficient man to take charge of the music. The song that pleased the crowd most was "Nunan's Panama Suit."

NUNAN'S PANAMA SUIT

(Tune—Alice's Blue Gown.)

You all know Fred Nunan, the dean of the Bookmen
Whose pinocchio friends think him dean of the
Crookmen.

Well, he's been reminded these many years back
That in summer attire he shows very poor tact,
And its not that he buys at cheap stores,
It's the age of his suits we deplore.

CHORUS—

In his battle-scarred panama suit,
The "old Bird" thinks himself quite a "Beaut";
If you'll notice he tries to attract every eye
And in every shop window he'll primp passing by.
Then in manner of fashion he'll frown
And the world seems to grin all around
Till it wilts—he will wear it—and then some—we'll
swear it,

That beautiful panama gown.

Now he bought that suit in this very same town
A year or so after the place had burned down;
And if you would like to arouse Fritz's ire,
Just ask how his panama missed the Big Fire.
You'll get his reply mighty quick,
And 'twill sound like a thousand of brick.

At 10.30 the banquet closed with the usual closing song, "Book Field Days," which to bookmen has become a classic. Special 'buses were in waiting to transport the crowd to the railroad station, where they took a special train back to Chicago. It was the universal opinion that it was the best Field Day ever, but that seems to be the cry each year, which shows that it is always very popular with those that attend.

Field Day Notes

It was very pleasing to see three of the old-timers seated at the Speakers' Table, namely, Uncle James McNally, Ed Lapham, and Harry Runyan.

Some of the Eastern boys claim that after the ball game was over Manager Ralph Henry was heard telling two of his players to hurry up, change their clothes and get down and report to Comiskey, but Ralph says it is not so, and that every player on his team was in the book business, or at least had bought a book at some time.

The "Rocking Chair Brigade," Fred Nunan, Jack Hopkins, Ed Lapham, and Duke Hill, were in their usual places all afternoon, and the Committee decided that next year they would hold a Rocking Chair Contest for these old fellows.

The big surprise of the day was the winning of the Pinochle Contest by Jack Hopkins, and those experts at the game, George Bachman, Louis Levy, George Sully, and Fred Nunan, were disgusted with the way the event turned out, as they had all been in constant practice and each one felt sure of winning. It is conceded by Fred Nunan himself that Fred Nunan is the best pinochle player in the book business, but it is very strange that he has entered fourteen pinochle contests on Field Day and has never even reached the semi-finals.

For the first time during the history of Field Day, Herbert Gould was missing, and he surely was missed by the boys, but he had a perfect alibi, as he was away from home on his vacation.

"Eddie" Guest nearly won the Approaching and Putting Contest. His score was the lowest of all the contestants until the very last man, and as he stated in his speech, he had the prize all packed away in his bag until a man with whiskers came along and beat him.

Theodore Jasper's whole day was spoiled when his boss lost the Ball Game, and many were the excuses he had to offer why Harry Burt had not won the game, but the only one that would listen to his troubles was Sweetney.

Ed Brewster is not satisfied with 36 holes of golf, so he and M. A. Donohue went out to Beverly the night before Field Day and had played 18 holes by the time the crowd arrived at 9.15 a.m. Many wagers are placed on these two expert golfers each year, but the

backers of Ed Brewster had a bad day, as Mike literally ate him up.

Jack Mullen's quintette made a great hit with their singing and were offered a route on the Keith Circuit, but in declining said they preferred the book business, even tho there was not much money in it, but "don't we get fun"?

The representatives of Frederick J. Drake Co. are great prize winners. Perry Donaldson won second prize in the Pinochle Contest, Stafford Drake won the All-fours Race, and Brent Vaughan came in eighth in the Fat Men's Race out of nine entries.

The Chicago Bookmen are not very hospitable, as the West won every event of the day, with the exception of First Pinochle Prize,

First Prize in the Putting Contest and the Fat Men's Race.

Just as the crowd reached Beverly Hills a foursome was just finishing 18 holes, and as it takes two hours and a half to play the Beverly course, you can figure out what time those golf nuts, Ralph Henry, Harry Runyan, Frank Howe and Harley Hedding, must have arrived there that morning.

Sammy Darst's Indoor-Outdoor Ball Team defeated John Stanton's Team by the very close score of 38-26. At least, that is the score handed in to the Committee by Sam, but Stanton's alibi was that he was the only real player on his team and as he had played in the Ball Game in the morning, he was all tired out and could not do himself justice.

The Story of a Bookshop Expert

By Frederick D. Hartman

CHAPTER III.

(This story was begun in the June 18th number)—Just as Mayfield was about to call a staff meeting and explain that slack summer business demanded laying off some of the clerks, G. Pelham Crandall, bookshop efficiency expert, appeared and proposed a plan. Mayfield took a month's vacation. When he returned at the end of that time and had noted the great changes Crandall had brought about in the month they went out to lunch together to talk things over.

AT the restaurant Crandall and Mayfield selected a small table in a far corner of the room, where they might talk undisturbed. As soon as they had ordered their food, Crandall started in talking again and scarcely touched his food, so keen was he to make clear his policy to the rather skeptical Mayfield.

"You know," he said, "a bookstore can never be a real success when the bulk of the selling must be done by the manager. This business depends upon a live staff, and no clerk can be expected to be efficient if his work is allowed to become a dull mechanical routine. Every clerk ought to be on his toes every minute and be so busy measuring up to his job that he never has time to get tired of it and the results will inevitably justify paying a satisfactory salary. Once a clerk learns to read and like his stock he will never consider working in any other line of business. It is my firm belief that the essential function of the manager is to supply the members of his staff with enough progressive suggestions to keep them always swamped with work. I have made a schedule of policies and campaigns to be developed during each month of the entire year. These I outline and discuss with the whole staff at our weekly meetings and then go into more detail with them individually. For instance, this month's schedule is as follows:

- (1) Window Dressing.
- (2) Bulletin Service.

- (3) Care of Stock.
- (4) Prizes for Stock Display.
- (5) Reviews by the Staff.
- (6) Book Service for Churches.
- (7) Campaign for Cookery Books.
- (8) Campaign for Sporting Books.

As I have said the window dressing and bulletin service have been turned over to Harter. It is insisted that some change in the window shall be made every day, even tho slight, and the bulletins must also be changed daily. It has seemed advisable to bring the bulletins from the front board, outside the door, and display them a second day in the store. An accurate record is kept of the daily window display. Biographical notes about various authors have generally attracted interest. A file of the literary supplement of eight of the largest newspapers in the country is kept and our patrons invited to make use of it.

To stimulate the interest of the various members of the staff to keep their stock in perfect condition and study the effects produced by various styles of arrangement and display, I offer a monthly prize of ten dollars to the one whose stock shows the best care and two five dollar prizes for the most effective displays. Each member of the staff including myself must go thru the store each day and cast a vote for the stock which he thinks is in the best condition and the person who at the end of the month has the greatest number of votes receives the prize. A photograph is taken of the prize-winning displays and these photographs are posted on the bulletin board with the name of the clerk in charge of the stock. This attracts the attention of our patrons who soon begin to appreciate and notice the fine condition of the books on our shelves.

It is of course impossible to employ highly educated clerks and the greatest difficulty with the book clerks we do get is that they lack the

power to express themselves with ease—particularly in describing and recommending books. This can be very largely overcome if the clerk will become interested in books thru reading them. As I said this morning I have offered all the clerks the privilege of borrowing without charge two books at a time on condition that each one read at least one book per week chosen from his own stock and write a short review of one and read it at our weekly meeting. My past experience with this has shown that almost invariably after a few weeks the clerks become greatly interested in their stock and their ability to discuss the books greatly increases.

Point six on my current month's schedule deals with establishing Church Bookclubs. In the past few years the interest and attention given to books from various pulpits has progressively increased. In two of your churches here I have learned that the clergymen regularly review and discuss some book at each Sunday evening service and the results as evidenced in the size of the congregations have been very satisfactory. This past week I have made arrangements with nine clergymen and am negotiating with seven others to maintain in the parish houses a bookclub. Here will be displayed books recommended by the respective clergymen. We are to lend them each a copy of each book to read and they have agreed to supply us with a written review of it which Harter is to typewrite and post in the proper club room and make use of where advisable. We are to keep a small stock of these books on hand at the club rooms with copies and extracts from the reviews conspicuously posted. An attendant is supplied by the church to sell the books for which we allow a ten per cent discount. I have had little cards printed announcing that all the books may be procured at our store during the hours the club room is closed. I have suggested to Harter that he also keep lists of other books by the authors of the ones displayed, in prominent places, calling attention to the fact that those which we may not have in stock we can readily procure. In the case of the two clergymen who use some book to discuss in their Sunday evening sermons, we have permission to display a few copies of the book on a table in the entry way. Of course these are not to be sold there but will be covered with our wrappers, so that any who examine them will associate our store with the books. I have also taken up the matter of children's books with some of the clergymen and three of them have fallen in with the idea of applying the slogan "Buy a Book a Week" to them and have granted permission to us to display a number of first class children's books at their Sunday Schools. The teachers are to be instructed to keep a record of all children buying books and to encourage them and help them as much as possible. None of these books are to be sold at the Sunday Schools but the children are invited to come to our store where we shall make a special effort to

welcome them and encourage their visits. If the children are attracted to our store the parents will soon follow."

At this point Mayfield interrupted:

"It seems to me that you have gone to a great deal of work to start something which will probably not last long. For instance, our competitors are probably members at some of these churches where you have made these arrangements and will start to 'yelp' when they see our arrangements and will make it practically impossible for their clergymen to continue the arrangement with us."

"I have anticipated that," replied Crandall, "and am somewhat prepared to lose some of the clubs in town but if we give live service while we do retain this privilege our patrons will not forget us, and also I am trying to arrange with the publishers to supply us, at half price, copies of all their new books, these to be given to the clergymen for review purposes. We could well afford to pay the other half and by presenting these books instead of lending them our hold would be strengthened."

Point seven on the monthly schedule covers a campaign for cooking books—a field not generally exploited. We have imported a few copies of "Ritz Carlton Cookery" from London and other similar books, and Harter procured the names of two hundred chefs and cooks at the various hotels and restaurants around town. The railroad office also supplied him with a list of their dining car cooks who headquarter here, and all of these are being sent a letter, pointing out the advantage to be derived by a chef thru acquiring familiarity with all the recipes possible, and calling attention to the fine line of cook books we have in stock. Each one is invited to call and examine the books. This sort of appeal is very effective with this class of trade as it is not generally solicited by bookshops, and besides these people will readily see the practical advantages to be derived by them thru studying new recipes—particularly "imported" ones. My experience in Azalea demonstrated that those who did come in (over 40%) in addition to buying at least one cook book, generally bought stationery and frequently had cards printed or engraved.

The last point on the monthly schedule is a campaign similar to the above on books about various sports. We have arranged with several of the sporting goods dealers to place a small display of books on tennis, golf, fishing, etc., in their stocks. On any orders these dealers may take we allow them ten per cent. The advantage, however, is that we receive unique advertising. We have also permission to place a display of a few of these books or their wrappers with a short descriptive notice, at the City Club, Athletic Club, Country Club and Y. M. C. A. Here orders may be given at the office which will be forwarded to us. Here again the chief value lies in keeping constantly before the public the service we can render them and show them that we are right on the job anxious to serve."

(To be continued)

English Book-Trade News

(From Our London Correspondent)

WE take the following from that extraordinarily successful London newspaper, the *Evening News*, which has an enormous circulation. It is a Northcliffe possession, and therefore, it is 100% efficient. British journalism, pure and simple, reaches absolutely high water mark in Carmelite Street, where both the *Evening News* and the *Daily Mail* are published.

The coal trouble has affected many industries and occupations. But I was surprised to find that the second-hand booksellers were sufferers too. In Charing Cross-road, the book-lovers' Mecca, I was told that it had made a great deal of difference to them. Provincial buyers were not coming to London owing to travel restrictions, and they are the mainstay of the occasional trade from the stalls and shelves.

In the same way London travelers are the mainstay of the provincial second-hand bookseller. The reason is simple: each is more sure of bargains in districts unknown to them as book-hunters.

"Was there any boom in any sort of book?" I asked.

"Modern poets, in first editions," I was told, "are bought speculatively; and there is a distinct demand for old books relating to road travel: post-chaise companions, itineraries, road books, maps, and travel almanacs."

Evidently the motor, and the recrudescence of road travel, has turned people's attention to one of the most fascinating branches of bibliography: the study of books devoted to the coaching ways and days of our forefathers.

John Russell has come, seen and conquered. But he owes it to the wonderful enterprise of Thornton Butterworth, who set the world by the ears, when he published Margot Asquith's "Memoirs." It looks as tho England is going to enthuse about "Where the Pavement Ends." Mr. Butterworth believed in the stories and started in with a very subtle form of publicity, so, what with the merit in John Russell's work, coupled to a brilliant "presentment" of the book to the British book buying public, "Where the Pavement Ends" will be a long while getting off the sidewalk into the gutter. Already it is in its third impression, and it has only been out a few days. Butterworth has also captured an American book which is going to be a winner: Mr. Bok's life. The papers are spreading themselves on it.

The biggest novel just at the moment is Miss V. Sackville West's "The Dragon in Shallow Waters." Her first novel, "Heritage," was published in America by Doran, and had a great run. The new romance is a much finer, greater piece of fiction. The author is one of

the nine novelists of the future. "Heritage" suggested it, "The Dragon in Shallow Waters" confirms it.

The late Florence L. Barclay's will has been proved. She left \$160,000 or thereabouts. E. W. Hornung left \$55,000, and C. N. Williamson \$30,000.

Sir Henry Lucy writes: The Independent Liberal members of the House of Commons have arranged a series of weekly luncheons to be held in the Terrace Room, under the presidency of Sir Donald Maclean. The first was held on Thursday, when Major Putnam delivered a brief address on "Free Trade and America." In the course of a lively speech, Major Putnam expressed the confident belief that within a measurable distance of time America would fall in line with the League of Nations.

Representatives of all the unions in the Printing and Kindred Trades Federation recently met in conference with the executive of the federation at the Memorial Hall, London, to discuss the position arising from the application of the employers for a national reduction in wages of \$3.00 in respect to men and \$1.10 for women.

The proposed reduction applies to all the unions in the federation, including the Typographical Association, and embraces the entire country, including London and Scotland.

At the close Mr. A. E. Holmes, secretary of the Printing and Kindred Trades Federation, said:

"The conference was quite in favor of again meeting the employers, but a desire was expressed for a unified movement.

"In some instances it will be necessary to take ballots of the unions to enable an expression of opinion to be secured, but it is understood that at the earliest opportunity a conference with the employers will be arranged."

Stealing Law Books

THOMAS A. BRICE, 526 West 112th Street who claimed he was taking the extension law course of Columbia University, was arrested on July 11, charged with grand larceny in stealing twenty-five volumes from the law library of the university.

The police said they had recovered the books and had found in Brice's possession also three suits of clothes and an overcoat which were stolen from a Columbia student.

Brice is said to have admitted taking the books and clothing, saying he had to have money to continue his education. Frederick C. Hicks, university librarian, who is complainant against him on the grand larceny charge, denied that Brice was a student at Columbia.

Books Instead of Theater Tickets

Original Advertising Helps Summer Business

THERE has often been discussion in the trade of the possibilities of bringing home to a wide general public the fact that there is as much enjoyment in a good book as in a theater ticket, and at considerable less cost; less cost

A very clever way of popularizing this idea has been hit upon by Geo. H. Doran Co., and its publicity department has been supplying the material for these advertising helps to dealers.

A folded paper reaches the customer, and on the outside it says, "Yes, you begin here. Break the seal gently." When opened one finds five coupons, and the wrapper that has enclosed them says, "5 Orchestra chairs. For breathless adventure! Nobody would refuse them. There is too much sheer enjoyment and forgetfulness of all one's petty little worries in a good rapid-fire mystery, detective and adventure tale. Here are five of the latest and best adventure novels. Send for them to-day. We know you will enjoy every one. See Special Order on each ticket."

Each ticket bears the name of a new mystery or adventure story from the new Doran list. We have tickets admitting the bearer to "She Who Was Helena Cass," "Malcolm Sage, Detective," "Twisted Trails," "Little Red Foot," and "Pawnd." It seems inevitable that the person opening this package will stop to think about the enjoyment there is in a good exciting story, and that after all it might be a very good substitute for five dollars spent for a pair of theater seats and might give more lasting enjoyment.

The cut at the left is another example of clever advertising which the Doran Company has been doing lately. This advertisement of "Pawnd," illustrated by the man grateful for a calm, is but one of a series of adaptations of the "Take Along a Book" idea. Another recent advertisement in this style showed an enthusiastic summer vacationer in a hammock, slung between two trees. He was reading Thomas Burke's "More Limehouse Nights" in the pouring rain. Another cut at the head of a list of Doran fiction showed a summer tourist in pursuit of a smoking train, his bag in his hand. Under the cut was the query, "Have you these books in your bag?"



Thank Heaven! The Wind's Gone! Now I can read

PAWNED

By Frank L. Packard

Author of "The Adventures of Jimmie Dale"

It's full of mystery, adventure and suspense, the kind of story that fills the dulllest day with hair-raising excitement.

Get it from your bookseller
Take It With You. \$1.90



because one seldom goes to the theater without buying two tickets at a probable total of about five dollars.

A1921

This Ticket properly filled out and mailed to the Bookseller whose name is printed on the other side, will bring you immediately one or more copies of this capital story.

By ROBERT W. CHAMBERS

THE LITTLE RED FOOT

ROBERT W. CHAMBERS has written a novel that takes its place beside his famous CARDIGAN. Here in its fresh, romantic appeal is a tale of one of the most adventurous periods in the making of America.

If you enjoy a love-story in which there are the stir and excitement of great events and hair-breadth escapes a-plenty, in which the white moon of romance vies with the signal flame of the skulking Iroquois, then read this tale of John Droque and Penelope Grant.

\$1.90

"The best Chambers book in years—another splendid Cardigan tale."





CUT DESIGNED BY THE AD ART SERVICE, WHICH HAS BEEN CO-OPERATING WITH THE YEAR-ROUND BOOKSELLING COMMITTEE. THE AD ART SERVICE SUPPLIES ILLUSTRATIONS TO THE NEWSPAPERS WHICH SUBSCRIBE TO IT, AND THE NEWSPAPERS CONNECT ILLUSTRATIONS WITH LOCAL ADVERTISING. BOOKSELLERS' NEWSPAPER COPY OFTEN BE PLANNED MORE EFFECTIVELY IF THEY MAKE USE OF THIS SERVICE FOR WHICH THEIR NEWSPAPER MAY BE A SUBSCRIBER

Thoughts About Books for the Vacation

"A PART from the greater leisure which summer brings to many of us, it is an ideal time to read," writes Agnes Repplier in a recent number of *The Weekly Review*. "Eating out-of-doors and reading out-of-doors are two very delightful things. To glance from one's plate or from one's book into the smiling face of nature is to enjoy (if the food or the author be worthy of the hour) as great a pleasure as life is likely to afford.

"In vacation time we are, or we may be if we try hard enough, a little closer to solitude, a little freer from that standardization of taste which makes everybody in town want to read the same book at the same time.

"Remote from libraries, and safe from intellectual competition, we may follow our own bent, seeking self-forgetfulness for a season, and eluding those vigilant and popular authors who are solving for us the somewhat complicated problems of existence.

"Summer is short, and literature is very, very long. A holiday book-shelf, like a hand in auction bridge, is as valuable for what it lacks as for what it holds. A wise discard (the book we leave at home) gives the precious trump (the book we take away with us) a chance to win the game."

A recent editorial in the New York *Evening Post* expresses some further thoughts on Summer Reading.

"A tradition," it says, "which is really a superstition has tied up light reading with daylight-saving reading, tied up vacation fiction with more or less vacant fiction. The man who starts out for two weeks upon a desert island is nowadays invited to take with him the twenty worst books he can think of. Yet experience would show that a good many heavy books are read in summer. A great many more would be read if people followed inclination instead of prescription.

"A warm day in the hammock is precisely the time to tackle Bryce on 'Democracy,' or

William Beebe on 'Jungle Peace.' What is needed for serious reading is, of course, concentration; and the best time for concentration is a hot, humid day in the country when all the motor faculties are stalled, when man hunts for a breath of air and finds it not. Thus driven back upon his own littleness in a universe full of Fahrenheit, he is in the proper state of receptivity for fairly high and fairly serious thought. Summer and the country obviously offer that escape from distractions which town and winter surround us with. Vacation offers that sense of plenty of time ahead which one needs before embarking upon a long and serious book.

"People are most themselves on a holiday. And when people are most themselves they are apt to be, perhaps, a bit more serious at times than the publisher assumes them to be. This much we know, that summer is the time when books are mostly written, and it should be as easy to read a book as to write it."

Prose Similes Prize

IN order to stimulate a deeper interest in the effective use of English, Grenville Kleiser offers a prize of one hundred dollars for the best list of fifty prose similes, selected from standard authors.

The contest is open to anyone, and the conditions are as follows:

Similes will be judged for their clearness, dignity, and significance.

A simile may be short or long, but must be complete in itself.

Sources should not be given.

A contestant may submit as many lists as desired.

Commonplace and trite similes will be rejected.

All lists should be typewritten and mailed not later than November first, 1921, to Grenville Kleiser, Room 606, 1269 Broadway, New York City.

An Uncorrected Galley

A RESTLESS THOUGHT

A bookseller advertises "Books to be read in bed." Does he refer to the kind that put one to sleep?—DON MARQUIS in the *New York Sun*.

NAME 'EM

"Even the bookseller sometimes wearies a little of one book that sells more than all the others put together," says Christopher Morley in the *New York Post*.

Mr. Tessaro, the cheerful bibliopole of 14 Church Street, displays this sign:

MAIN STREET is the Best Seller
But Frankly Here are Some Books
Much More Interesting.

THE LAYS OF THE LANDS

"The Pawnees have lived so long exposed to the influence of the open country about the Platte river that their songs unconsciously take the shape of its long undulations."—Mrs. Mary Austin.

Manhattan bards, by tall skyscrapers,
Aspire in verse that towers and tapers.

Mex poets pop with fire and fettle
Provoked by Popocatepetl.

Swiss poems glide in glacial masses
With sundry metrical crevasses.

Bards on plateaus of high Tibet
Are platitudinous as yet.

Montana's muse is never mute
And every poem is a butte.

How simple, with a map at hand,
To learn the lays of every land!

Our mentor, Mrs. Mary Austin, goes on to quote a movement from the Pawnee Hako in which she says the "flick of the ponies' tails" is imitated. We don't quite get it ourself, but we have heard class-room translations from Virgil, in which the flick of ponies' tails and even the drumming of their hoofs were distinctly audible.

—KEITH PRESTON in *Chicago Daily News*.

LITERARY PROVERBS

Never look a gift book in the binding.

A book to the wise is sufficient.

Never criticise a book until you come to it.
By their books ye shall know them.

A book in the hand is worth two on the shelf.

One good book deserves another.

It's a long tale that has no ending.

It is never too late to lend.

Men may come and men may go, but books
go on forever.

—BY HAROLD SETON in *New York Herald*.

"Baiting the Bibliophiles"

"A CELEBRATED French bibliophile, Octave Uzanne, has published a number of volumes illustrating the whims, the joys, and the despair of his colleagues," says a recent editorial in the *New York Evening Post* "One of the best-known books of this kind is called 'The Bibliophile's Inferno,' and is also the work of a Frenchman. Therein are set forth the tortures which afflict the amateur of rare editions and fine bindings, but there is one refinement of cruelty which is not mentioned.

"In recent years it has become increasingly the practice to issue in a very small edition some of the uncollected trifles of authors, living and dead, whose first editions are prized. A dozen or two dozen copies are printed by some collector, and these are distributed to a few friends. In this way a treasure is created which is beyond the reach of the general fraternity of collectors, unless they pay exorbitant prices for the isolated copies which have gone beyond the immediate circle of the bibliophile who has had them privately printed.

"A whole series of pamphlets by Joseph Conrad has come into existence in this fashion, and a great number of collectors of that author's books are reduced to despair. The genuine rarities accumulated in the course of years lose the charm—and the value—of completeness when a set of first editions lacks such opuscula. The wretched bibliophile's joy is diminished by the thought of these deliberately manufactured rarities, of which he is deprived by the fact that he is not a friend of their begetter, Mr. X., the well-known collector.

The latter, on the other hand, is filled with a malign pleasure in the thought that he possesses something which all but a handful of his rivals cannot procure. Moreover, the few copies he allows to reach the actual market are highly lucrative. In this fashion the book collector is tortured and his cup of bitterness overflows, not because of the sins of careless philistines indifferent to the cult of first editions but thru an exaggeration of the very love of such rare editions.

"These privately printed scraps by modern authors are the *reductio ad absurdum* of the collector's mania, for it is obvious that the field for such reprints is limited only by the enterprise of the misguided bibliophile who issues them. The fantastically high prices which first editions of living writers reach has been the incentive to these speculations, as well as to the brisk trade in limited editions *de luxe* of new books.

The famous policy of 'killing Home Rule by kindness' has been adapted to the traffic in rare books; first editions are being killed by the kindness which is overwhelming collectors with specially designed rarities."

Among the Publishers

A Week's Gleanings of Book-trade News

ERNEST POOLE'S, new novel, "Beggars Gold" will be published this fall by Macmillan.

VOLUMES 3 and 4 of Margot Asquith's "Autobiography" will be published by Doran this fall.

A NEW collection of essays by Ralph Bergengren is good news. "The Seven Ages of Man" will be published by the Atlantic Monthly Press September first.

VISCOUNT BRYCE arrived in this country on July 10th. He will be in New York for a short time before starting out to give some special lectures on international matters.

THIS is an era of realism. No modern author believes that more firmly than Henry Kitchell Webster, at least, it might be judged so from his titles, for this month "Real Life" follows his "Real Adventures" (Bobbs-Merrill).

DUTTON is to publish this fall a volume of essays by W. H. Hudson, to be called "A Traveller in Little Things." "A gentleman of the road" suggested the title at a commercial hotel. He traveled in "something very large."

IN Mitchell Kennerley's recently published "The Great Fight" by George Bernard Shaw, an article on the Beckett-Carpentier match in London, Shaw says, "And so I doubt whether I shall go again for another thirty-five years, except when Carpentier is one of the performers."

WILLIAM McFEE'S new book "Harbors of Memory" which Doubleday, Page promise in the fall, is dedicated to Christopher Morley because, says Mr. McFee, "to him I owe my real initiation into the ranks of what one witty American journalist has called the I. W. W. —the Industrial Writers of the World." Mr. McFee likes to write dedications. It is a captivating habit he thinks and one which might easily lead to writing books merely as appendages to them.

JAMES NORMAN HALL, author of "Kitcheners' Mob" and Charles B. Nordoff, both aviators in the Great War, sat one day in a Paris café after the armistice, unreconciled to return to a humdrum life. They decided to go to the South Seas, and then decided to ask a publisher to send them. The publishers remembering the splendid things that both these boys had done agreed. "Faery Lands of the South Seas" is the story of their adventure. It will be published by Harper this fall.

"TO LET", John Galsworthy's new novel which Scribner will publish in September, is the story of a romance and a feud.

APPLETON will publish two volumes by Don Marquis, the famous columnist of the New York Sun's The Sun Dial, this fall, a novel "Carter" and that delectable ballad "Noah an' Jonah an' Captain John Smith."

A VERY attractive juvenile, generously illustrated with colored plates and line cuts, has been sent over to this country by the Religious Tract Society of London, called "Father Time Stories" and is by J. G. Stevenson.

MAXWELL STRUTHERS BURT is not allowed to carry off all the literary honors in the Burt family. His volume of short stories will have to compete on booksellers' shelves this fall with Kathleen Newlin Burt's new volume, "Snowblind" (Houghton Mifflin).

Two volumes by Mary Roberts Rinehart will be published by Doran this fall. These are: the further adventures of Tish, Aggie and Lizzie, under the title "More Tish" and two mystery stories published in one volume, "Sight Unseen" and "The Confession".

THERE is an old Laos folktale of a hunter who rescued from death a man, a tiger, and a snake, each in turn professing gratitude and pledging aid should the hunter ever be in danger. This legend suggested Ferdinand Reyher's mystery and detective novel of Wall Street, "The Man, the Tiger and the Snake" to be published this fall by Putnam.

MAXWELL STRUTHERS BURT, whose story "Each in His Own Generation" won the first prize in the O. Henry Prize award, and appeared in the collection of short stories, the "O. Henry Memorial Award" is to have "A New Volume of Short Stories" all to himself this fall, published by Scribner.

CLAUD LOVAT FRASER, the young English artist whose illustrations for "The Beggar's Opera," the beautiful Heineman edition which will be published in America by Doubleday, Page this fall, died suddenly at the end of June. His heart, weakened by gas and shell shock, could not withstand the strain of an operation. In his brief life, only 31 years, Lovat Fraser made a name as a designer. Many Americans have had the opportunity to see his work in the English theater, his settings for "the Beggar's Opera," "As You Like It," and designs for Madame Karsavina's later ballets. John Drinkwater, his friend, said of Fraser, "His name will be highly honored among the little band who helped to bring back some life and truth to the English theater."

Changes in Prices

THE SUNDAY SCHOOL TIMES CO.

A new catalog with many changes in price is just out.

Obituary Notes

CHARLES JOSEPH BARNES, for many years the head of the Chicago division of the American Book Company, died on July 11th, at the age of eighty-three, at Vevey Switzerland, where he had lived for several years. He was born in Evansville, Indiana in 1837, and in early manhood entered the establishment of A. S. Barnes & Company, of which his uncle, Alfred Smith Barnes, was the head, and in 1874 he became a partner. In 1868 he was sent to Chicago to establish there a branch of the business, with which he remained in active relation until his retirement in 1906, a period of thirty-eight years. During his time the old firm of A. S. Barnes & Company was merged with several other school-book publishing firms, into the American Book Company.

ROBERT HOWE DAVIS who died at Tarrytown, New York several months ago, was in his eightieth year. He had always been associated with the book business. After graduating from Hamilton College in 1861, he opened a store in Utica, New York with a cousin, Benjamin D. Gilbert, under the firm name of Davis & Gilbert. Seven years later he removed to Syracuse, establishing himself there. Later he formed a partnership with C. W. Bardeen of the School Bulletin, under the firm name of Davis, Bardeen & Company. In 1888, Mr. Davis came to New York and became associated with E. P. Dutton & Company, where he remained for twenty-five years, then retiring from business. Mr. Davis was well known to the trade thruout the state. He is survived by his wife and two married daughters.

CHRISTIAN KARL BERNHARD FREIHERR VON TAUCHNITZ, head of the well-known publishing house of that name, and son of the original founder, died July 8th at the age of 80. The Tauchnitz printing and publishing firm was started at Leipsic in 1837. The concern has issued a widely read library of British and American authors.

Communications

More Book Thieves

Editor, PUBLISHERS' WEEKLY:

We are being daily confronted here when the sales are posted to the stock list cards with the fact that we are the victims of some system of petty thievery, the extent of which is becoming alarming. In one week six sets of "Growth of the Soil," eight copies of "Methuselah," five of "Alice Adams," six of "Coquette," and three of "Hiroshige" by Noguchi (a \$7.50 book) have disappeared. I wondered if thru your paper we might ask

any dealers who may have these books offered to them for sale to look inside the back cover for the seal of the Sunwise Turn and report to us any information they may get of the itinerant jobber. We are exercising every form of watchfulness that occurs to us, but would be glad of advice from others who may be suffering in the same way.

Very sincerely yours,

MARY MOWBRAY-CLARKE,
President, *The Sunwise Turn*,
Inc., 51 East 44th Street, New
York City.

NOTICE

The next issue of the PUBLISHERS' WEEKLY (Educational Number, July 23rd) will possibly be four or five days late in publication due to the laborious work in the compilation of an entirely new complete index of school text books.

In anticipation of this delay, we ask the indulgence of our subscribers.

Periodical Notes

THE publication of *The Grinnell Review* will be discontinued after the July-August issue, which appeared on July 15.

BEGINNING in October, the Century Co. will resume the publication of *The Centurion*, a little illustrated monthly magazine house organ which will be sent regularly on request.

An Adventurous Bookseller

EGGPLANT Arens, the adventurous Greenwich Village Bookseller, recently set sail for England in a fifty foot schooner, accompanied by William Grady, Ramals Opffer, and Mr. & Mrs. J. B. Kelley. He expects to interview the various members of the American literary colony in the English metropolis. After this he will go across the English Channel to Paris, Rome, and Munich. After the above Herculean tasks are completed, Arens will book passage for New York on a transatlantic liner.

Business Notes

CHATTANOOGA, TENN.—The National Book Company, Inc., is reported to have filed a petition in voluntary bankruptcy.

TOLEDO, OHIO.—The business conducted by George Dewey at 119 Summit Street will hereafter be known as "The Champion Book Shop."

PHILADELPHIA, PA.—The Locust Street Book Shop at 1507 Locust Street has just started in business, under the management of Miss Emily Hoopes.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 13½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Allen, Robert Francis

The God of out-of-doors; a pageant; for adult out-of-door presentation at Christian Endeavor conventions, Chautauqua assemblies, and similar gatherings. 56 p. D [c. '21] Phil., Am. Baptist Pub. Soc. pap. 25 c. n.

Appalachian Mountain Club

Guide to the paths in the White Mountains and adjacent regions; 4th ed. 469 p. maps (part fold, 2 in pocket) S c. '20 Bost., Appalachian Mountain Club buck. \$2.75; \$3.

First edition was published in 1907 under title "Guide to the paths and camps in the White Mountains."

Baghdigian, Bagdasar Krekor

Americanism in Americanization. 198 p. D c. Kansas City, Mo., Burton Pub. Co. \$1.50

The psalms of a naturalized American. 90 p. D c. Kansas City, Mo., Burton Pub. Co. \$1

The author is Americanism editor of St. Louis Assn. of Foreign Language Newspapers.

Bartholomew, John George

Bartholomew's advanced atlas of physical and political geography; designed for schools, colleges and private students. various paging col. maps F N. Y., C. S. Hammond & Co. \$6.25

Bartholomew's atlas of economic geography; maps showing land elevation, water depths, climatic conditions, vegetation, population, and other economic features. 64 p. il. col. maps Q N. Y., C. S. Hammond & Co. \$4.25

Benson, Oscar Herman, and Betts, George Herbert

Agriculture; a text for school and the farm. 8+444 p. il. charts diagrs. D (Special ed.) [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1.25

Berry, Edward Wilbur

A palm nut from the miocene of the Canal zone. various paging il. O (No. 2356; from the proceedings of the U. S. National Museum, v. 59) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Tertiary fossil plants from Costa Rica. various paging pls. O (No. 2367; from the proceedings of the U. S. National Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Birch, White

Apache gold. 308 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Blavatsky, Hélène Petrovna Hahn-Hahn

Le clef de la théosophie; exposition claire sous forme de questions et de réponses de l'éthique, de la science, et de la philosophie, pour l'étude desquelles la Fraternité universelle et la société théosophique a été fondée, avec un glossaire de termes théosophiques; traduction française, sous la direction de Katherine Tingley, de l'édition de Point Loma, à laquelle est ajouté un index complet; rev. et éd. par Katherine Tingley. 3+354 p. front. pors. S [c. '21] Point Loma, Cal., The Aryan Theosophical Press \$2.25

Bower, B. M., pseud. [Bertha Muzzy Sinclair, Mrs. Bertrand William Sinclair]

The thunder bird; front. by Anton Otto Fisher. 317 p. front. D [c. '19] N. Y., Grosset & Dunlap \$1

Brown, Prudence Gruelle [Blanche Silver, pseud.]

The meadow folk's story hour; il. by Nell Hatt. 101 p. col. front. col. il. D [c. '21] N. Y., Gregg Pub. Co. 68 c. n.

Nature stories for children in primary grades.

Buchanan, Thompson

Life; [an American romance]; a novelization of Thompson Buchanan's play by D. Torbett; il. with scenes from the play. 343 p. front. (por.) pls. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap \$1

Burroughs, Edgar Rice

Tarzan the terrible; il. by J. Allen St. John. 408 p. front. pls. D (The "Tarzan" ser.) c. Chic., McClurg \$1.00 n.

Tarzan's search for his wife, Lady Jane, leads him into a wild, unknown part of Africa, where his way is barred by strange creatures of pre-historic type, leftovers of the stone age.

Bittner, Adela K.

High school discussion league; announcements 1920-21; Subject: The housing problem. 32 p. (9 p. bibl.) O (Bull. of the extension division, v. 6, no. 5) '21 Bloomington, Ind., Indiana Univ. pap.

Blanton, Annie Webb, and Littlejohn, Elfleda
Texas high school: Music. 42 p. (7 p. bibl.) O (Bull. 110) '20 Austin, Tex., State Dept. of Education pap. gratis

Castenholz, William Burtis

Syllabus of income tax procedure for 1920 returns; digest, formulas, tables, calculating charts; [accompanied by triangular cardboard guide]; 2nd ed. 7+90 p. fold. charts fold. tabs. O [c. '21] Chic., La Salle Extension Univ. \$1

Church, Thomas Ayres

The roller; concerning its health, habits and happiness; its feeding, breeding and training. 223 p. il. music D [c. '21] N. Y., The Stuyvesant Press, 25 Third Ave. \$1.50

The care of canaries, including chapters on the rare diseases, breeding for types, hints for breeders and fanciers and protective tariff for American birds.

Cleveland (The) Foundation, comp.

The Cleveland year book; 1921. 311 p. charts tabs. diags. D c. Cleveland, O., The Cleveland Foundation Committee, 1215 Swetland Bldg. \$1 n.

A record of the achievements of the city of Cleveland during the past year in commerce and industry, public safety, education, Americanization, public health work, the arts, religious work and other fields.

Colvin, Fred Herbert, and Colvin, Henry F.

Aircraft handbook; 2nd ed. 415 p. il. S [c. '21] N. Y., McGraw-Hill \$4 n.

The first edition of this work was published in 1918 under the title "Aircraft Mechanic's Handbook."

Connelly, Mrs. Clyde Davis [Mrs. A. H. Connelly]

Facts for patriots. 156 p. D [c. '19] Kansas City, Mo., Burton Pub. Co. \$1.50

Formerly published in 1919 by The Crafters Pub. Co., Kansas City, Mo.

Cope, Henry Frederick, D.D.

The parent and the child; case-studies in the problems of parenthood. 6+184 p. D [c. '21] N. Y., Doran \$1.50 n.

There are chapters on disobedience, leisure, amusements, street manners, lies, nerves, boy mischief, slackers, money, reading and other pertinent questions. There are also bibliographies at the end of each chapter.

Cullum, Ridgwell

The law of the gun. 420 p. il. D (Copyright fiction) [c. '18] N. Y., Burt \$1

Curtiss, Phillip Everett

Crater's gold. 326 p. il. D (Copyright fiction) [c. '17] N. Y., Burt \$1

Curwood, James Oliver

The golden snare; il. with scenes from the photoplay. 257 p. front. pls. D (Popular copyrights) [c. '21] N. Y., Grosset & Dunlap \$1

Day, Holman Francis

When Egypt went broke; a novel. 362 p. front. D c. N. Y., Harper \$2 n.

A story of an old miser in a New England town who started to scheme for a pretty, young wife, and of the love drama which followed.

Dejeans, Elizabeth Janes [Mrs. Sidney Budgett]

The tiger's coat. 428 p. il. D (Copyright fiction) [c. '17] N. Y., Burt \$1

Dell, Ethel May

The tidal wave; and other stories. 361 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Dixon, Thomas

The way of a man; a story of the new woman; il. by Stockton Mulford. 294 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Evarts, Hal George

The cross pull. 274 p. il. D (Copyright fiction) [c. '20] N. Y., Burt \$1

Farwell, Arthur George

A chant of victory; a community ceremony; with responsive choruses, songs and readings; including the National anthems of the Allies and other patriotic and familiar songs for presentation by community chorus or other mixed choral organizations; with two readers and baritone. 5+23 p. D [c. '21] N. Y., John Church Co., 39 W. 32d St. bds. 75 c.

Ferguson, John Alexander

The Dark Geraldine. 308 p. front. D c. N. Y., J. Lane \$2 n.

The story of a band of adventurers who have formed a secret society—the Dark Geraldine, with the plot having to do with a treasure hunt, by means of a baffling cryptogram.

Frederick, John

Riders of the silences. 310 p. il. D (Copyright fiction) [c. '20] N. Y., Burt \$1

Gibbs, George Fort

The black stone; il. by [the author]. 5+357 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Gilson, Julius Parnell

A student's guide to the manuscripts of the British museum. 48 p. D (Helps for students of history, no. 31) '20 N. Y., Macmillan pap. 40 c. n.

Gooch, George Peabody

The French revolution. 47 p. D (Helps for students of history, no. 29) '20 N. Y., Macmillan pap. 25 c. n.

Griffin, Frank Loxley

An introduction to mathematical analysis. 8+512 p. tabs. diags. D [c. '21] Bost., Houghton Mifflin \$2.75 n.

Cockerell, Theodore Dru Alison

Some fossil fish scales from Peru. various paging il. O (No. 2355; from the proceedings of the U. S. National Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Connecticut. Trade and Vocational Education

Plans for trade and vocational education as provided in Sections 827 and 829 of the General statutes and in accordance with the provisions of the Smith-Hughes act. 28 p. O '20 Hartford, Conn., State Board of Education pap.

Darton, Nelson Horatio

Permian salt deposits of the south-central states. various paging fold. map charts (part fold.) tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Edmondson, Edna Hatfield

Parent-teacher associations. 86 p. O (Bull. of the Extension div., v. 5, no. 11) '20 Bloomington, Ind., Indiana Univ. pap.

Gruelle, Prudence. See Brown, Prudence Hall, Samuel Roland

The advertising handbook; [complete data on every phase of advertising. An authoritative working guide for the business executive, the professional advertising man and the student of advertising.] 735 p. il. forms S [c. '21] N. Y., McGraw-Hill \$5 n.

Hammond, C. S., and Co.

Hammond's auto route map of Ohio; with guide to principal routes and distances between points; showing main auto roads, railroads, cities and towns, etc.; latest and most authentic, 25¼x30½ in. [n. d.] N. Y., C. S. Hammond & Co. pap. 50 c.

Hammond's ready reference historical atlas; a new series of 29 plates, containing 67 colored maps; with a new ready reference index. 32 p. F [n. d.] N. Y., C. S. Hammond & Co. pap. 75 c.

The little giant atlas of the world; with 1920 census. 114 p. tabs. diagrs. col. maps sq. D c. N. Y., C. S. Hammond & Co. pap. 50 c.

Stanford's library maps; North America, 83¼ m. to the inch; South America, 83¼ m. to the inch; Europe, 50½ m. to the inch; Asia, 110 m. to the inch; Africa, 94¼ m. to the inch; Australia, 62½ m. to the inch. col. 58x65 in. '21 N. Y., C. S. Hammond & Co., full mounted with regular wood mouldings ea. \$15; mounted on cloth, on spring roller and in steel case. ea. \$23.50

Changes in boundaries as a result of the war are shown, revised to date.

The up-to-date reversible map of the United States and the World; with index gazetteer of the world and 1920 census of the United States; [wooden mouldings at top and bottom ready to hang]. col. 42x55 in. [n. d.] N. Y., C. S. Hammond & Co. \$5.90

Harrison, Mrs. Mary St. Leger Kingsley [Mrs. William Harrison], [Lucas Malet, pseud.]

The tall villa. 256 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Holland, Annie J.

Talitha Cumi; a story of freedom through Christian Science. 417 p. D (Copyright fiction) [c. '04] N. Y., Burt \$1

Huffman, Jasper Abraham

History of the Mennonite brethren in Christ church; pub. by the order of the Executive board of the Mennonite Brethren in Christ church. 283 p. (2 p. bibl.) pls. map chart O [c. '20] New Carlisle, O., Bethel Pub. Co. \$2.25 n.

Hammond, C. S., and Co.

Hammond's subway system map of Brooklyn, New York City; showing all subways in separate colors, also elevated and surface lines with express and local stations; index of streets and avenues, etc. 31x25¼ in. [c. '21] N. Y., C. S. Hammond & Co. pap. 25 c.

Hammond's subway system map of New York City; Manhattan and Bronx; showing all subways in separate colors, also elevated and surface lines with express and local stations; index of streets and avenues, etc. 22½x36 in. [c. '21] N. Y., C. S. Hammond & Co. pap. 25 c.

Jenkins, Claude

Ecclesiastical records; three lectures. 80 p. D (Helps for students of history, no. 18) '20 N. Y., Macmillan pap. 70 c. n.

Jordan, David Starr

The story of Matka; a tale of the Mist Islands; il. with engravings from photographs and with drawings by Chloe Lesley Starks. 78 p. front. pls. D (Animal life ser.) '21 c. '97-'21 Yonkers, N. Y., World Bk. Co. bds. \$1 n.

A romance of the fur bearing seals of the Behring Sea, told for boys and girls from 12 to 15 years.

Kellor, Frances Alice

The federal administration and the alien; a supplement to Immigration and the future. 14+80 p. D [c. '21] N. Y., Doran 50 c. n.

Partial contents: Fundamentals of a policy; Harmony between Nation and States; Protection of the alien; Naturalized voter between elections; Racial minorities in the United States; Immigration turnover; Is every alien a potential citizen?

Lewis, Joseph

The tyranny of God. 122 p. D [c. '21] N. Y., The Truth Pub. Co., 1400 B'way \$1

McCutcheon, George Barr

West wind adrift. 368 p. il. D (Copyright fiction) [c. '20] N. Y., Burt \$1

McIntyre, John Thomas

Ashton-Kirk, criminologist. 332 p. il. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Mackenzie, Louis Burton, and Card, Harold Sumner, eds.

The welding encyclopedia; a practical reference book on autogenous welding; [ed. of 1921.] various paging il. col. chart tabs. diagrs. O c. Chic., Welding Engineer Pub. Co., 608 Dearborn St. \$5 bxd.

McLean, Donald Alexander

The morality of the strike; introd. by Rev. John A. Ryan, D.D. 10+196 p. (12½ p. bibl.) D c. N. Y., P. J. Kenedy \$1.75 n.

The morality of the strike in its relation to the end or object, to the means employed to enforce the demands, the sympathetic strike, general legal prohibition, compulsory arbitration and other chapters.

Malet, Lucas. See Harrison, Mrs. Mary**Marcosson, Isaac Frederick**

An African adventure. 288 p. front. (por.) pls. pors. maps O c. N. Y., J. Lane \$5 n.

A record of the author's travels thru South and Central Africa, beginning at Cape Town where he spent a week with Gen. Smuts. Part of his journey was spent in following Stanley's trail in the Belgian Congo, and later visiting the cannibal country and the Congo diamond fields.

Illinois. Farm Commission

Report of Illinois Farm commission to the governor; Dec. 15, 1920. 28 p. O Springfield, Ill., Farm Commission pap.

International Conciliation

The fiftieth anniversary of the French republic; June, 1921. 42 p. D (No. 163) N. Y., Am. Assn. for International Conciliation pap. gratis

Manning, William Albert

Primitive groups, pt. 1. 108 p. Q (Univ. ser. mathematics and astronomy, v. 1, no. 1) '21 Stanford University, Cal., Stanford Univ. pap. \$1.25

Maxwell, William Babington

For better, for worse. 440 p. il. D (Copy-right fiction) [c. '20] N. Y., Burt \$1

Millard, E. B.

Physical chemistry for colleges; [a text-book on the more important aspects of physical chemistry; together with accurate modern data which illustrate the applicability of its laws to the phenomena observed in the laboratory.] 416 p. O (International chemical ser.) [c. '12] N. Y., McGraw-Hill \$3.50 n.

Milligan, John Calvin Knox

Falling leaves; poems and other writings. 70 p. D [c. '21] Tarentum, Pa. [Author], Box 154 \$1.50

Moeslein, Mark

Children of God; a summary of Catholic doctrine for busy people. 7+225 p. D c. '20 N. Y., The C. Wildermann Co., 33 Barclay St. pap. 50 c.

Monckton, C. A. W.

Taming New Guinea; some experiences of a New Guinea resident magistrate. 10+337 p. front. (por.) pls. pors. fold. map O '21 N. Y., J. Lane \$5 n.

A picture of the difficulties, hardships and perplexities of an English official in dealing with savage races on the fringes of the British Empire, into which are woven adventures with crocodiles, cannibals and wild beasts.

Monroe, Walter Scott

A bibliography of standardized tests for the high school. 172 p. O [c. '20] Bloomington, Ill., Public School Pub. Co. pap. 50 c. n.

Mott, Lewis Freeman

Ernest Renan. 5+461 p. front. (por.) O c. N. Y., Appleton \$4 n.

The life of Renan, together with an account of his travels in Italy and the Orient, with a record of his friendships with the great men of his time.

Murray, Robert Henry

Ireland, 1494-1603. 32 p. D (Helps for students of history, no. 33) '20 N. Y., Macmillan pap. 40 c. n.

Ireland, 1603-1714. 48 p. D (Helps for students of history, no. 34) '20 N. Y., Macmillan pap. 40 c. n.

Ireland, 1714-1829. 47 p. D (Helps for students of history, no. 35) '20 N. Y., Macmillan pap. 40 c. n.

Ophüls, William

Arteriosclerosis, cardiovascular disease; their relation to infectious diseases. 102 p.

Q (Univ. ser., medical sciences, v. 1, no. 1) '21 Stanford University, Cal., Stanford Univ. pap. \$1

Paine, Albert Bigelow

The car that went abroad; motoring through the Golden age; il. from drawings by Walter Hale. 341 p. front. pls. O [c. '21] N. Y., Harper bds. \$3 n.

A motor journey thru France, starting at Mar-silles and running up thru the highways to the trails of Switzerland. This trip was made before the war, and ended during July, 1914.

Parrish, Emma Kenyon

The golden island [verse]. 108 p. D c. N. Y., J. T. White & Co. bds. \$1

Most of these poems have appeared in *The Christian Herald*, *Contemporary Verse*, *The Writer's Bulletin* and other magazines.

Percival, Archibald Stanley

Perspective; the old and the new method. 42 p. tabs. diagrs. (part fold.) O '21 N. Y., Longmans, Green \$1.60 n.

An explanation of the Art School rules, with illustrations given to remove difficulties in their application.

Perry, Ralph Barton

The Plattsburg movement; a chapter of America's participation in the world war. 10+275 p. D [c. '21] N. Y., Dutton \$2.50 n.

Partial contents: The students' camps of 1913; Organization of the Military Training Camps Assn.; Military policy on the eve of war; War record of the Military Training Camps Assn.; Future policy.

Philip, George, ed.

Philip's handy volume atlas; [pocket ed.]; with maps showing new boundaries in accordance with the peace treaties and rev. text embodying the latest political changes. 250 p. col. maps S [21] N. Y., G. S. Hammond & Co. \$2

Philip's record atlas; [with] col. political maps of the world embodying the changes resulting from the various peace treaties; with an index consisting of 30,000 references. various paging O [20] N. Y., C. S. Hammond & Co. \$5

Philip's systematic atlas of the world, adapted for general readers; an after-the-war edition, giving the newest boundaries as determined by the peace treaties; [with maps showing both political and physical features of every portion of the earth; together with a ready reference index of all places shown on the maps with their respective latitude and longitude] various paging maps (part col.) O N. Y., C. S. Hammond & Co. \$7; leath. \$14

New York. Dept. of Labor

Industrial posture and seating; issued under the direction of the Industrial commission. 56 p. (3/4 p. bibl.) il. diagrs. O (Special bull., no. 104; April 1921) Albany, N. Y., State Dept. of Labor pap.

Plant disability funds; issued under the direction of the Industrial commission. 16 p. (1/2 p. bibl.) tabs. O (Special bull., no. 105, April, 1921) Albany, N. Y., State Dept. of Labor pap.

New York State Museum

Seventieth annual report; 1916; in 2 v.; report

of the Director 1916 and Appendix 1; transmitted to the Legislature April 23, 1917. various paging il. pls. maps (part fold.) diagrs. charts O '19 Albany, N. Y., University of the State of N. Y. apply

Seventy-first annual report; 1917; 2 v.; report of the Director 1917 and Appendix 1; transmitted to the Legislature March 30, 1918. various paging il. pls. tabs. maps (part fold.) diagrs. O '19 Albany, N. Y., Univ. of the State of N. Y. apply

Republican Party. National Convention

Official report of the proceedings of the 17th Republican national convention, held in Chicago, Ill., June 8, 9, 10, 11 and 12, 1920, resulting in the nomination of Warren Gammaliel Harding, of Ohio, for president, and nomination of Calvin Coolidge, of Mass., for vice-president; reported by George L. Hart, official reporter, pub. under the supervision of the general secretary of the convention. 292 p. front. pors. O [c. '20] N. Y., The Tenny Press, 318 W. 39th St. \$2 n. bxd.

Rich, Mabel Irene

A study of the types of literature; [introd. by James Fleming Hoscic.] 15+540 p. (1½ p. bibl.) front. (por.) pls. fold. chart D (The Century studies in literature for high schools) c. N. Y., Century Co. \$2 n.

The first of a series of anthologies of English and American literature for high schools.

Robinson, Eliot Harlow

Man proposes; or, The romance of John Alden Shaw. 360 p. il. D (Copyright fiction) [c. '16] N. Y., Burt \$1

Rohmer, Sax, pseud. [Arthur Sarsfield Ward]

The quest of the sacred slipper. 394 p. il. D (Copyright fiction) [c. '13] N. Y., Burt \$1

Stars (The) and Stripes

A brief history of the Stars and Stripes; official newspaper of the American expeditionary forces in France, from February 8, 1918, to June 13, 1919; [il. by "Wally," Baldrige and others.] 47 p. F fronts. (pors.) il. pls. pors. O [c. '21] Wash., D. C., Columbia Pub. Co. bds. 50 c.

Stevenson, John Alford

Meeting objections; a handbook for insurance salesmen. 95 p. D (Harper's life insurance library) c. N. Y., Harper bds. \$1.50

Stidger, William LeRoy

Standing room only; with an introd. by Bishop Theodore S. Henderson. 11+170 p. front. pls. il. D [c. '21] N. Y., Doran \$2 n.

Pennsylvania. Bureau of Statistics and Information

Report on the productive industries of the commonwealth of Pennsylvania for 1916-1917-1918-1919. 878 p. O '20 Harrisburg, Pa., Bu. of Statistics and Information gratis bxd.

Rhode Island. Laws, Statutes, etc.

Workmen's compensation laws of Rhode Island, 1921. 46 p. T Providence, R. I., Dept. of State pap.

Schrader, Frank Charles

Antimony in 1919, various paging tabs. charts (part fold.) O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Sy, Albert Philip

Foods and food values. 42 p. diags. O (Univ. of Buffalo studies, v. 11, no. 1; monographs in chemistry no. 1) [c. '21] Buffalo, N. Y., Univ. of Buffalo pap. 20 c. n.

U. S. Geological Survey

Topographical maps of the United States. In sheets 16 x 20 inches. Wash., D. C., Off. of the Survey. pap. ea. 10 c.

Contents: CALIFORNIA: Daulton sheet (Madera

The author is at present pastor of St. Mark's Methodist Church, Detroit, where he preaches to 5000 people every Sunday. He tells of his methods of filling his church.

Stockley, Cynthia

Blue aloes; stories of South Africa. 357 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Swan, Clifford Melville

Architectural acoustics; [reprinted from the American institute of architects, December, 1919.] 24 p. il. O [c. '21] N. Y., John-Manville, Inc., Madison Ave. and 41st St. \$1 n.

Thorndike, Edward Lee

The new method in arithmetic. 8+260 p. il. diags. D [c. '21] Chic. and N. Y., Rand, McNally \$1.50

Times loose-leaf atlas of the world; an up-to-date reference atlas containing 112 col. maps, illustrating both physical and political features of every corner of the earth as it is today; a gazetteer of more than 200,000 place-names so arranged as to constitute an invaluable modern geographical directory; [loose-leaf binder.] F [21] N. Y., C. S. Hammond & Co. \$75

Tralle, Henry Edward

Planning church buildings; standards check list for committees and architects by George Earnest Merrill; [foreword by W. Edward Raffety.] 162 p. (1 p. bibl.) plans (part fold.) (Judson training manuals for the school of the Church) [c. '21] Phil., The Judson Press \$1.25 n.

Partial contents: How to proceed; Departmental requirements; Size of building; Planning for 400 to 1,200 (4 chapters); The architect as artist.

Transactions of the American Institute of chemical engineers; v. 12, pt. 1, 1919. 3+275 p. il. O '20 N. Y., Van Nostrand \$5 n.

Van Auken, Kenneth L.

Practical track maintenance; 2nd ed. 274 p. il. forms D [c. '21] Chic., Railway Educational Press, Inc. \$2.50

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OREGON: Brownsville sheet (Linn Co.) (1 m.=1"); Corvallis sheet (Polk and Benton Cos.) (1 m.=1").

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VIRGINIA: Lawrenceville sheet (Nottoway, Dinwiddie and Brunswick Cos.) (1 m.=1"); Newport News sheet (Isle of Wight, Nansemond and Norfolk Cos.) (1 m.=1").

WASHINGTON: Wickersham sheet (Whatcom and Skagit Cos.) (1 m.=1").

Van Doren, Carl

The American novel. 9+295 p. (7¼ p. bibl.) D c. N. Y., Macmillan \$2 n.

Partial contents: The beginnings of fiction; James Fenimore Cooper; Howells and realism; Mark Twain; Henry James; The eighties and their kin; Reaction and progress.

Vaughan, Rev. Kenelm

The divine armory of Holy Scripture; Am. ed.; with a preface by J. Cardinal Gibbons. 28+928 p. O '21 St. Louis, Mo., B. Herder \$2 n.

Way, William, Comp.

History of the New England Society of Charleston, South Carolina, for one hundred years, 1819-1919; compiled from original sources. 307 p. il. O '20 Bost., Goodspeed's Book Shop \$2 n.

Webb, Robert L.

The romance of American life and progress. 80 p. D [c. '21] Phil., Am. Baptist Pub. Society bds. 75 c. n.

Weston, George

Oh, Mary, be careful!; il. by R. M. Crosby. 177 p. front. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap \$1

Whitehead, Wilbur C.

Auction bridge standards; with a complete explanation of the art of bidding; ed. by Ralph J. Leiberderfer; containing the authorized laws of duplicate play. 11+188 p. il. S [c. '21] N. Y., Stokes \$2 n.

The author is Managing director, Knickerbocker Whist Club, New York.

Wilkins, Lawrence Augustus

Compendio de gramática española. 95 p. D [c. '21] N. Y., Holt 72 c. n.

University of Illinois

Pilgrim tercentenary celebration at the University of Illinois, 1920. 46 p. O c. Urbana, Ill., Univ. of Illinois buck. 75 c. n.

Van Biesbroeck, Georges, and Pettit, Hannah Steele

Parallaxes of fifty-two stars. 2+36 p. Q (Yerkes observatory, v. 4, pt. 3) [c. '20] Chic., Univ. of Chic. pap. \$1.50 n.

Van Denburgh, John

1—A further study of variation in the gopher-snakes of western North America. 2—Description of a new species of rattlesnake [*Crotalus lucasensis*] from Lower California. 3—Description of a new subspecies of boa [*Charina bottae utahensis*] from Utah. 4—Description of a new lizard [*Dipsosaurus dorsalis lucasensis*] from Lower California. 34 p. pls. diags. O (Proceedings, 4th ser., v. 10, nos. 1, 2, 3 & 4) '20 San Francisco, Cal., California Academy of Sciences pap. \$1 n.

Vaughan, Coleman C., comp.

State of Michigan laws relating to highways and bridges; with blank forms. 317 p. facsms. O '20 Lansing, Mich., Secretary of State pap.

Virginia, Bureau of Labor and Industrial Statistics

Labor laws of the commonwealth of Virginia. 129 p. forms T '20 Richmond, Va., State Bu. of Labor and Industrial Statistics pap.

Willaman, John James

Vocational chemistry for students of agriculture and home economics. 300 p. il. O (Farm life text ser.) '21 Phil., Lippincott \$1.75 n.

Williams, Ben Ames

All the brothers were valiant. 204 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap \$1

Williamson, Charles Norris, and Williamson, Alice Muriel Livingston [Mrs. Charles Norris Williamson]

The lion's mouse. 324 p. il. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Woods, Frank Theodore, and others

Lambeth and reunion; an interpretation of the mind of the Lambeth conference of 1920. 115 p. O '21 N. Y., Macmillan pap. \$1 n.; \$1.60 n.

Partial contents: Reunion of Christendom—the Bishops' appeal; The movement towards reunion; The appeal in action; Our present duty; Is it worth while?

Wright, Harold Bell

The re-creation of Brian Kent. 352 p. il. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Wright, Richardson Little, ed.

House and garden's book of gardens; containing over 400 il. of special flower types, plans and suggestions for landscape work; a complete gardener's calendar of the year's activities, planting and spraying tabs. and a portfolio of beautiful gardens in varied sections of the United States and foreign countries. 127 p. front. il. plans F N. Y., C. Nast & Co., 19 W. 44th St. \$5 n.

Yeats, William Butler

Selected poems. 308 p. front. (por.) D '21 c. '04-'21 N. Y., Macmillan \$2.50 n.
A collection of the best of the author's writings.

Wade, Bruce

The fossil annelid genus *Hamulus* Morton; an operculate serpulid. various paging pls. O (No. 2359; from the proceedings of the U. S. National Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Waterman, Thomas Talbot

The whaling equipment of the Makah Indians. 67 p. il. pls. O (Pub. in political and social science, v. 1, no. 1) '20 Seattle, Wash., University of Washington pap. \$1

Wilson, Charles Branch c

New species and a new genus of parasitic copepods. 11 p. pls. O (No. 2354; from the proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., Gov. Pr. Off., Supt. of Doc. pap.

Wilson, John Edward, comp.

Russell County in the war; being a record of the war activities of the county and the part it played in the great struggle. 170 p. il. pors. Q [c. '21] Topeka, Kas., Capper Pr. Co. \$5 n.

Wisconsin. Laws, Statutes, etc.

Law providing aid to dependent children; [Mothers' pension law]; with the opinions of the attorney-general thereon and statement of expenditures; compiled by the State bd. of control of Wisconsin. 109 p. O '20 Madison, Wis., State Bd. of Control pap. gratis

The Publishers' Weekly

62 West 45th Street, New York

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In Zones 1, 2, 3, 4, and 5	\$6.00
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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

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Under "HELP WANTED" or for other small undisplaced advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Catalogs for the Trade List Annual

Publishers' catalogs for the TRADE LIST ANNUAL 1921 must be delivered to Tapley's Bindery not later than July 31st to insure inclusion. We urge close attention to this date, as our objective is to have the big book in the hands of the trade not later than August 31st. This can be accomplished only by the considerate co-operation of all publishers. Publishers' lists this year will be of the utmost importance. No prices can be quoted from the United States Catalog without consulting the latest catalogs for price changes.

The Publishers' Weekly

Rare Books, Autographs and Prints

ON July 19 a collection of miscellaneous books consisting mainly of American and European history, travel, genealogy, and general literature, will be sold at the Walpole Galleries.

The Biblio, a new magazine for bibliophiles, edited by Will M. Clemens, comes from Pompton Lakes, N. J. It is "devoted to the service of those interested in the purchase and disposal of rare books, autographs and manuscripts."

All of the Whistler papers in the suit against Ruskin have been deposited in the Library of Congress by Mr. and Mrs. Joseph Pennell and fac-similes of them will appear in the Whistler "Journal" to be published by Lipincott in the autumn.

The Print Collector's Quarterly, which has been revived and is now being published in London by J. M. Dent & Company, under the editorial direction of Campbell Dodgson, has made arrangements with E. Weyhe, 710 Lexington Avenue, of this city, to represent the periodical in this country. Subscriptions and advertising should be sent to the American representative.

The British Museum has acquired a unique copy of the poetical works of Andrew Marvell printed in 1681 and is said to be the only known copy containing the first issue of the five pages of the poem on Cromwell's death. This and another copy recently discovered are the only ones containing the Horatian ode on Cromwell's return from Ireland.

The annual meeting of the Prince Society recently held in Boston showed a healthy condition financially and otherwise. The society now has a membership of 176—90 libraries and 86 individuals. It celebrated the tercentenary of the landing of the Pilgrims by printing "The New England Company and John Eliot" from a manuscript owned by James Melville Hunniwell, one of its members.

On September 1 will occur the eightieth anniversary of the publication of the first book in English by the famous house of Tauchnitz in Leipzig. In the eight decades that have since elapsed, according to the complete catalog published last March, this house has brought out 4542 volumes by 427 English and 68 American authors, apart from many general publications. Nothing like it has ever been attempted by any other publisher.

Many of the print shops of the city are having special midsummer exhibitions calculated to interest summer visitors especially. At the Kennedy and Knoedler galleries early American prints take the lead. Etchings by Eileen Soper, a girl of fifteen, whose work

was accepted for the Royal Academy Exhibition in London this year, have reached this city and will be shown here at the same time with the work of George Soper, her father, at the Mausmann Galleries. At the Weyhe Galleries is a mixed exhibition intended to show the tendencies of modern art with both American and foreign artists represented.

The interest in the six hundredth anniversary of the death of Dante has called attention to the collections in this country of the books of the great Italian poet and those concerning him. For a long time Harvard University library owned the largest collection in America. The influence of Longfellow, Norton and Lowell led to the formation of a Dante Society and the acquisition of an extensive library. Thru the generosity and enterprise of Willard Fiske the Dante collection at Cornell University has been made incomparably the greatest in this country. It is said to be, with the single exception of the Bibliotheca Nazionale at Florence, the most important collection in the world.

Just before sailing for Europe in May, A. Edward Newton inscribed 265 bookish sentiments signed with his autograph on pages to be bound with the limited edition of his new book, "A Magnificent Farce, and Other Diversions of the Book Collector," which the Atlantic Monthly Press will publish early in the autumn. Mr. Newton has distinguished between quotations from the writings of others and of himself by the use of quotation-marks in the first instance and not the second; but in the quotations from others he has rarely indicated the source from which he has drawn. This amounts to the invention of a pretty game for nearly every possessor of the book—to trace the sentiment with which it is inscribed to its lair. From Bacon and Dr. Johnson down to Mr. Newton's own contemporaries, the lovers of books sound their praises in memorable terms. As soon as this limited edition with this unique feature became known advance orders began to come in and it now appears quite likely that the entire edition will be subscribed for before the day of publication.

A copy of Joseph Conrad's "Chance" bearing the inscription, "To Edward Thomas from J. C., 1914," involves a very interesting bibliographical point. At the time the author inscribed this book to his friend—a copy straight from the publishers—it had the inserted "1913" title page since known as a forgery. After some little investigation it appears that the publishers who, in 1914, were issuing the book with the 1913 title page cancelled and the 1914 title page substituted, reinserted in this copy by mistake the 1913 title page. The query naturally arises, if there was one error was it not possible for others? And is it not singular that the publishers did by error exactly

what the forgers have been so roundly denounced for doing? And if only a single error was made, is it not a strange coincidence that the publishers should have sent this one copy to the author for presentation purposes?

A new and definitive edition of the works of Robert Louis Stevenson is being prepared by Charles Scribner's Sons in connection with the English publishers. The edition will be printed in this country and limited to 2000 sets, 1000 for America and 1000 for England. The first two volumes will appear in September to be followed by a volume a month until twenty-six have been published. New and hitherto unpublished material will be included in the set, which will be known as the Vailima Edition. The set will be illustrated by portraits, some hitherto unpublished, and a number of fac-similes of characteristic pages from Stevenson manuscripts.

A print show to illustrate the subject from the technical aspect has been arranged at the Brown-Robertson Galleries to continue for two months. The schedule at present provides for process demonstration each weekday forenoon at 10 o'clock. Artists have volunteered to carry forward the details of their mediums from the first preparation to the final printing. Three hand presses have been installed for this purpose, a flat bed hand press, an etching press and a lithograph press. Mildred Roberts Fritz will demonstrate the cutting and printing of a wood block. E. F. Hubbard will show how mezzotint work is done. Paul Roche will etch with mordant and cut in dry point. On the walls an exhibition of prints has been arranged interspersed with occasional plates and sets of progressive proofs. In result the practical bases of the several graphic arts are brought together to immediate view in a way that gives the exhibition a complete character of exposition without becoming overburdened with material or tedious in detail.

The month of June was a busy one in London auction rooms, prices generally were fair and occasionally high. Several sales have been held this month and others will follow. On June 18 and 19 selections from the libraries of the late Thomas Bumpus, the late Charles Butler, Sir John Dale, the Earl of Albemarle, Major General Terry, and Sir Richard Paget will be sold at Sotheby's. The consignments include illuminated manuscripts, early printing, sporting books, first editions of Victorian authors, association books and Americana. The Dickens items include a portrait of Dickens in water colors by Samuel Laurence. On July 25 and 26 another sale will be held by the same auction house consisting of selections from the libraries of the late J. C. Hawkshaw, the late Mrs. Hamilton Ogilby, J. M. Freshfield, Mrs. Drew and others. The sale comprises illuminated manuscripts, autograph letters, works on ornithology, French illustrated books of the eighteenth century bound in contemporary

red morocco, an important series of autograph letters and manuscripts by John Ruskin, modern first editions, colored-plate books, books with fore-edge paintings and many valuable autograph letters including those by Schubert, Beethoven, Burns, Byron and others.

F. M. H.

Catalogs Received

Fine and rare books, manuscripts, standard sets, choice and beautiful bindings, etc. (Items 397.) M. Gottschalk & Co., 17 West 42nd St., New York City.

Le Correspondent des Bibliophiles Français et Etrangers Livres Anciens et Modernes. (No. 328; Items 593.) G. LeMallier, Chateaudun, 25, Paris, France.

Livres Anciens et Modernes. (No. 9; Items 304.) Librairie Chamonal Freres, 20, Rue de Varenne, Paris, France.

Scarce and interesting old books in various departments of literature, including Asia, Art, Ceramics, Drama, History, Travel, Biography, Scarce Americana, etc. (No. 36; Items 273.) Joseph McDonough Co., 58 South Pearl St., Albany, N. Y.

Second-hand books and prints. (No. 31; Items 1181.) Henry Start, 28, Dudley Street, Wolverhampton, England.

Second-hand books in good condition. (No. 97; Items 153.) A. M. Blake, Avenida 16 de Septiembre 13, Mexico City, Mexico.

J. N. K. clips the following, says Christopher Morley in the New York *Evening Post*, and suggests that undoubtedly some *Bowling Green* client will fall for it if the owner of the apartment will submit a list of the books:

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 French Medical Dictionary.
 Diegesis, Robert Taylor.
 Harmony of Gospels.
 Shufeldt, Studies Human Form.

American Library Service, 500 Fifth Ave., New York

Wines of the World, H. Vizetelly.
 History of Champaign, H. Vizetelly.
 Emerson, Story of the Vine.
 Librettos by Scribe, with or without music.
 Good Gracious, Annabelle, Kummer.
 The Rescuing Angel, Kummer.
 Maytime, Ride Johnson Young.
 Houseman, The Gypsy Trail.
 Irene, a play, with or without music.
 Mary, a musical comedy.
 Weeks, Southern Quakers and Slavery.
 Parsons, How to Write for the Movies, 2nd edition.
 The Masses, all numbers from beginning to 1917.
 International Socialist Review, all numbers to 1914.
 Peet, Who's the Author.
 Nearing, Solution of Child Labor Problem.
 Broughton, Practical Dressmaking.
 Taylor, Elements of Metaphysics.
 Sunderland, Bible: Its Origin.
 Watson, Respectable Sins.
 Boll, Famous Composers, 2 vols.
 Baring-Gould, Family Names.
 Pendelton, Life of Alex. Stephens.
 Churchill, My African Journey.
 Leeder, Desert Gateway.
 Duncan, Dr. Grenfell's Parish.
 Palmer, Central America and Its Problems.
 Tullough, Luther and Other Leaders of Reformation.
 Wheeler, Alexander the Great.
 Lee, Queen Victoria.
 McCarthy, British Political Portraits.
 Mignet, History of Mary, Queen of Scots.
 Shedd, Famous Painters and Paintings.
 Shedd, Famous Sculptors and Sculpture.
 Holland, Tyrol and Its People.
 Garlanda, New Italy.
 Ferriani, Greece and Greeks.
 Denby, China and Her People.
 Lloyd, Everyday Japan.
 Reptile Book, Dittmars.
 Aristotle's Natural History.
 Pliny's Natural History.
 LaConte's Geology.
 Aphrodite.
 Mines of Herondias.
 Waite's Works on Black Magic.
 Alchemy, Any Treatise.
 Works of Sax Rohmer.
 Works of Talbot Mundy.
 Technical Works on Photography.
 Any Unusual or Suppressed Works.
 Books Relating to Art of Writing.
 Old Medical Books.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 Rousseau's Political Writing, good edition, English text.

D. Appleton & Co., 35 W. 32d St., New York
 One Way Out, by Carleton.

William M. Bains, 1213 Market St., Philadelphia
 Virginians in Texas, by Baker, Harper, 1878.
 Cooke, Girl Who Lived in Woods, Bart.
 Horgan, Half-Tones, Inland Printer.
 Jenkins, Photo Engraving, Inland Printer.
 Rabinowitz, Jewish Children, Knopf.

Baptist Standard Publishing Co., 1015 Main St., Dallas, Texas

The Arts of Illustration, by C. H. Spurgeon.

Barr Book Shop, 24 W. Orange St., Lancaster, Pa.

Nevin, W. W., The Dies Irae.
 Nevin, W. W., Vignettes of Travel.
 Osborne, Historic Houses and Their Gardens.
 Triggs, H. J., Art of Garden Design in Italy.
 Cousins & Riley, Woodcarvers of Salem.
 Dow, J. W., American Renaissance.
 Rothery, Chimney Pieces and Englenooks.
 Rothery, Ceilings and their Decorations.
 Aldrich, M. A., Eugenics.
 Goldenburg, I., Lace, its Origin in History.
 Dimock, Book of the Tarpon.
 Proceedings of the National Foreign Trade Council, vol. 3.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Through the Upcast Shaft, by Williams.
 Old Essex House Songs.
 Source Book of the Holy Orthodox Church, by Hapgood.

The Beacon Book Shop, 26 W. 47th St., New York

Jacobs, W. W., The Monkey's Paw.
 Ludlow, The Hashish Eater.

C. P. Bensinger Code Book Co., 19 Whitehall St., New York

Universal Lumber Code.
 Commercial Code, Ar.
 Pocket Edition Western Union, Liebner's.
 Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York

Garner, Cesare Borgia (McBride).
 Britannica, Cambridge, thick paper, clo.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

The Century Dictionary, in green sheepskin.
 Return of the Native, in maroon limp leather.
 Tess.
 Woman, Michelet, Dillingham.
 Love, Michelet, Dillingham.
 Bible of Humanity, Dillingham.
 Genius, Dreiser.
 The Voyage of the Beagle, Darwin.

The Book Shop, Woods Hole, Mass.

Bernard, Wonderful Escapes by Americans, Scribner.
 Bowne, Girl's Life Eighty Years Ago, Scribner.
 Emigration to Brazil, S. Hallet, 1866.
 Marriott, The Catfish, Bobbs-Merrill, 1913.
 Kirby & Spence, Introd. to Ebtomol, vol. 4, 1826.
 U. S. G. S., Texas, Black and Grand Prairie Regions.
 Wheatley, Life and Times of Pepys, Eng. Ed.
 Housman, Shropshire Lad.
 Machin, Introd. to Study of Protozoa, London.
 Parker & Haswell, Zoology, vol. 1 or set.

Book Shop of Glass Block Store, Duluth, Minn.

Log of the North Shore Club, two copies.
 Pomegranates in the Kutchur edition, Oscar Wilde.

Brentano's, 5th Ave. and 27th St., New York

Value of Science, Poincaré.
 The Pearl Fishers, Stacpoole.
 The Log of a Cowboy, Adams.
 Garcia, the Centenarian and his Times, Mackinsay.
 Dictionary of Dates.
 Through the South Seas with Jack London, Johnson.
 Principles of Mail Order Business, Swett.
 Merchants and Manufacturers on Trial.
 Laggards in Our Schools, Ayers, two copies.
 Cashing in on What You've Got, Switzer, 3 copies.
 Passing of the Idle Rich.
 Stephen on Pleading, Williston.
 The Personal Recollections of General Robert A. Lee, by his Son.
 The Blighting of Bartram, Convers.
 The Arrival of Anthony, Convers.

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Tiranoque, by Convers.
 B. E. N., by Convers.
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 The Poetry of the Chinese, Davis.
 Notes on Chinese Literature, Wylie.
 The Tang or Book of Chinese Poetry, trans. by Allen.
 The Old Poetry Classic of the Chinese, Jennings.
 The Jade Chaplet in Twenty-four Beads, Stent.
 Arthur W. E. O'Shaughnessy Poems, any volume.
 John Abbott's Life, Crockett.
 Something New, Woodhouse.
 Five Great Skeptical Dramas, Owen.
 Physical Training for Children by the Japanese Method, Hancock.
 Queen Moo and the Egyptian Sphinx, Le Plongeon.
 Eminent Authors of the 19th Century, Brandes.
 Malayan Monochromes, Clifford.
 Disorders of Speech, Pershing.
 Memoir of a Baby, Baskhan.
 Old Pembroke Families, Owen.
 An Historical Tour Through Pembrokeshire, Fenton.
 Child of the Dawn, Benson.
 A Text Book of Histology, Dr. Szymonowicz.
 A World Machine, Snyder.
 Bunker Bean, Wilson.
 Great Galeoto, by Echegary, trans. by Lynch.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.

Miss Esperence and Mr. Wycherley.
 Keats' Poems, pub. by Geo. Bell, London, ill. by R. Bell.

Brick Row Book Shop, Inc., 19 E. 47th St., N. Y. C.
 Upjohn, Colonial Architecture N. Y. and N. E. States.

A. B. Hart, Introduction to Study Federal Govt., 1890.

Kendrick C. Babcock, Scandinavian Element in U. S. Univ., ill. 1914.

America and the War, Letters and Comments written for pub. in the Press.

T. M. Evans, Sanitary Assn. during Franco-German War, 1870-71.

Memoirs Jean Francois Coste.

Warden, Record of Voyages to Eermenville.

Intl. Law Topics and Discussion: U. S. Naval War College, Newport, R. I., 1st vol.

Caleb Cushing, Book on Spain, 1850, last edition.

L'Abeille Francaise, etc.

Hamilton Fish's Diary.

Dr. Schenck, History Swedish Art. trans. by Siren.

McClure, Reminiscences of C. A. Dana.

French in Amer. during War of Independence, Wals, Phila., 1895.

Moore, Works of James Buchanan.

R. H. Titterton, History Spanish American War, N. Y. 1900.

Henry Ledyard's Journal.

W. C. Ford, Private Correspondence, Wm. Vane Murray.

Anything by J. Willard Gibbs.

Emperor Chas. V., Edw. Armstrong.

Memoirs of Court of Chas. III, A. Hamilton.

History of Reign of Philip III.

Memoirs of Henry the Great and Court of France, W. H. Ireland.

Le Siecle de la Renaissance, L. Bottifol.

History of House of Austria, Cox.

Story Teller's Holiday, George Moore.

Araminta, Snaith.

Spoon River, 1st ed.

Captain Craig, Robinson, first edition.

Man Against the Sky, Edwin Arlington Robinson, 1st.

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 Song of the Lark, Willa Cather, first edition.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Tuscan Childhood by L. C. Ceptram.

Campion & Co., 1313 Walnut St., Philadelphia
 Maryland's Colonial Eastern Shore.
 Vol. 4 Cambridge History of American Literature.

C. T. Cearley, 1128 J Street, Fresno, Cal.

Horace Greeley's What I Know About Farming.

George M. Chandler, 75 East Van Buren Street, Chicago, Ill.

Masefield, On the Spanish Main.
 Noblesse Oblige.

Hearn, Two Years in French West Indies, 1st ed., 1890.

Freeman, Norman Conquest, thick paper, vols. 4 and 5.

International Correspondence School, Contractors and Builders Course.

Remenyi, by Kelley & Upton, McClurg, 1906.

Wells, Outline of History, English ed.

Keppel, Golden Age of Engraving.

Jefferson, Hamilton, Franklin, Lincoln, Federal Eds.

Fitzgerald, Letters and Literary Remains, 3 vols.

Field, Cultures Garland.

Chemical Catalog Co., 1 Madison Ave., New York

Encyclopaedia of Textile Works, pub. 1907, by the American School of Correspondence, set.

City Book Co., 6 East Pleasant St., Baltimore, Md.

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Books by James Branch Cabell.

Travel 100 Years Ago by Twing.

Books by Randolph Bourne.

Woodberry's Essays.

John Burrough, Indoor Studies.

John Burroughs, Literary Value.

City Book Store, E. Liberty St., Wooster, Ohio

Book of Knowledge, buckram, new or 2nd hand.

The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Henderson, Account of British Settlement of Honduras, 1809.

Franklin (Benj.) Works, ed. by Sparks, 10 vols., Boston, 1840.

Loti, Rarahu, tr. by Bell.

Ambr. JI. of Medical Sciences (Phila.), vols. 16-98.

Kelmscott Press Pubns., any.

Stowe, Uncle Tom's Cabin, any edns.

Hunt's Merchants Mag., vols. 47-59.

Defoe, Robinson Crusoe, any edns.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Army and Navy Journal, Sept. 9, 1916; Jan. 6 and 27, Feb. 17, 1917.

Stowe (Mrs. H. B.), Pearl of Orr's Island.

Early Vermont Laws, and the inaugural and retiring messages of the Governors of Vermont of 1872, 1874, 1876 and 1912.

Cole Book and Art Co., 123 Whitehall St., Atlanta, Ga.

Pines of Lory, by Mitchell.

Columbia University Library, New York

Ingpen, Ada M., Women as Letter Writers.

Baker, N. Y., 1910.

McKee, National Conventions, \$1.50, Lord Baltimore Press.

Columbia University Press Bookstore, 2960 Broadway, New York

Nathan, Contemporary Russian Composers.

Cossitt Library, Memphis, Tenn.

Caffin, Dancing and Dancers of To-day.

Gunsaulus, Frank W., The Transfiguration of Christ.

Dartmouth College Library, Hanover, N. H.

Beck, Minna McCleod, Better Citizenship through Art Training.

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Davis's Bookstore, 49 Vesey St., New York
Genealogy of the Sayre Family by Banta, 2 copies.

Dixie Business Book Shop, 140 Greenwich St., New York

Story of the Street, Hill.
Back Numbers of "Russia," ed. Martens.

Doubleday, Page Book Shop, 920 Grand Ave., Kansas City, Mo.

Graves, Natural Order of Spirit.

Harland, Alone.

Crile, Origin and Natura of the Emotions.

Wharton, Memoir Text of Sappho, pub. Stott, 1883.

Wilde, Happy Prince and Other Tales, pub. Nutt in 1889.

Kiry, Wonders of the Sea.

Mead & Gilbert, Forensic Quotations.

Rousseau, Emile.

Adams, Chapters of Erie.

Mikzath, Fiddlers Three.

E. P. Dutton & Co., 681 Fifth Ave., New York

Ainger, Alfred, Lectures and Essays, 2 vols., Macmillan.

Ballantyne & Co., The Ballantyne Press and its Connection with Sir Walter Scott, Edinburgh, Ballantyne, 1879.

Crockett, Footsteps of Scott, Jacobs, 1908.

Chambers, Robert, Life of Sir Walter Scott, London, 1871.

Gardiner, S. R., Outline of English History, B. C. 55 A. D., 1902, London, 1905.

Gillies, R. P., Recollections of Sir Walter Scott, London, 1837.

Goodridge, History of Ridgefield, Conn.

Hannay, D., Glimpses of the Land of Scott, Macmillan, 1887.

Hogg, James, Familiar Anecdotes of Scott, N. Y., 1834.

Hugo, Victor, Les Miserables (Estes and Lauriat Int. Ltd. Edition.).

Oliphant, Mrs. M. O., William Blackwood and his sons (Annals of a Publishing House), v. 1-2, Edinburgh, Blackwood, 1897-98.

O'Brien, White Shadows of South Seas, 1st edition.

Porter, Mrs. M. B., William Blackwood and His Sons (Annals of a Publishing House, v. 3).

Rogers, May, Waverley Dictionary, Chicago Griggs, 1879.

Skene, James, The Skene Papers, Memoirs of Sir Walter Scott by Basil Thomson, London, 1909.

Spencer, H., Organism of Society.

Sabatier (P.), France To-day, tr. by Brine, 1913.

Schmidt (J. C.), Ego and His Own, Walker, 1908.

Santini (N.), An Appeal to the British Nation, 1817.

Swift (Mary J.), First Lessons in Natural Philosophy for Children, Hartford, Baskin & Warfield, 1859.

Sage, Salmon and Trout, American Sportsman's Library, Casper Whitney Ed.

Sumner, Folk Ways.

Shepherd's Historical Atlas, 4 copies.

Sanborn (H.), Old Wall Papers.

Spalding's Official Baseball Guide, 1877-84, 1891, 1911.

Spalding's Official Baseball Record, 1909 and 1910;

Official Football Guide, 1892-1908.

Spalding's Official Athletic Almanac, 1892-1907.

Spalding's Minor League Baseball Guide, any numbers except 1889.

Samuels, From the Forecastle to the Cabin.

Secret Court Memoirs, Henry 4th volume.

Smith (C.), The American War from 1775 to 1783.

Sims, History of Schoharie County.

Southern Historical Papers, vol. 10, or nos. 1, 2, 8, 9, 10, 11 and 12.

Story (R. McC.), The American Municipal Executive, 1918, 3 copies.

Wright (W. P.), Alpine Flowers and Rock Gardens.

Taylor (Sir H. Y.), Statesman, 1836.

Teller, History of Ridgefield.

Paul Elder & Co., 239 Post St., San Francisco

Anathema, Andreyev.

Founding of Spanish California, Chapman.

In the Strange South Seas, Grimshaw.

New Guinea, Grimshaw.

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Mystery of 31 New Inn, by Freeman.

History of English Criticism in three volumes by Saintsbury.

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Beethoven and His Five Symphonies, by Grove.

Prairie and the Sea, by Quayle.

All the World Wound, by Leonard Merrick.

The Tenants, by Mary S. Watts.

The Budahism of Thibet, by Waddell.

Middle Years, by Tynan.

Violet Moses, by Leonard Merrick.

Zimmer's Dictionary of Botanic Names.

Complete Orations and Speeches of Henry W. Grady,

edited by E. Dubois Shurter.

Heart of My Heart, by Ellis Meredith in 1904 Edition.

Ashes of Roses by Louise Knight Wheatley in 1893 Edition.

House of Gladness, by Allen.

Turkish Woman's Impressions of Europe, by Zeynet

Hanau.

Inside the Ropes, by Van Loan.

Theory of Pure Design, by Ross.

Life of Spinoza, by Pollock.

H. W. Fisher & Co., 207 So. 13th St., Philadelphia

Opening of Tibet, by Landon, Doubleday.

Greek Lands and Letters, Allinson, Boston, 1909.

Fowler Bros., 747 South Broadway, Los Angeles, Cal.

Betty, Old Meadow.

Technique of Chiropractic, Palmer.

Andrew Lang, Social Origins.

The William F. Gable Co., Altoona, Pa.

The Orphan, by Mulford.

Gammel's Book Store, Austin, Texas

Bureau of Ethnology, 10th report, 1888-89; also 4th

Report, 1882-83.

William J. Gerhard, 563 North 20th St., Philadelphia

Tuomey & Holmes, Pliocene Fossils, So. Carolina.

Holmes, Postpliocene Fossils, Co. Carolina.

Scudder, Nomenclator Zoologicus.

U. S. Nat'l. Museum Bulletin 19, 2 pts.

Green, Monograph of Trilobites.

Newfoundland, Geological Survey, Murray and How-

ley, 1881.

Otto Giebel, 4523 North Racine Ave., Chicago

The Buddha and his Religion, by Barthelmy Saint-

Hilaire.

Leibnitz, Anything by, describe fully.

Roger Bacon, Anything in English translation,

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The J. K. Gill Co., Third St., Portland, Ore.

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Smith, G. G., Story of Georgia and Georgia People.

Sullivan, Tales from Scott.

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Eminent and Representative Men of the Carolinas.

Laveter, Joseph, Physiognomy.

Johnson, Bashfull Ballads.

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 Ashton, Social Life of Queen Anne.
 Bagot, Richard, The Passport.
 Bernard, David, Light on Masonry, Utica, 1829.
 Benson, Cat. of Etchings.
 Chapman, All About Ships.
 Cullum, Campaigns of War of 1812-'15.
 Edwards, E. B., The Tu-Tse's Tower.
 Frost, John, Pictorial Hist. of Mexico.
 Green, Helen, Out with Brass Band; One night
 Stands.
 Hamlin, Mrs., Life in Middle West.
 Hammatt Papers, No. 3.
 Inman, Santa Fe Trail, 1st ed., 1898, Macm.
 Leer, Sheet Anchor.
 Little, Nine Partners and Pine Plains, N. Y.
 Lower, Family Nomenclature.
 Merrick, G. B., Old Times on Upper Mississippi.
 Obenchain, Handwoven Coverlets.
 Parker, L. N., Drake.
 Sabatini, Sea Hawk.
 Synge, Social Life in England.
 Walker, Williston, Ten New England Leaders, 1901.
 Yonge, Christian Names.
 Genealogies, Burbank of Concord, Mass; Chapman,
 Descend. of Ralph, 1876; Howell, John, of Va.;
 Richards, pub. by A. Morse, 1861; Sherman, Roger,
 family; Tomlinson, by Orcutt; Tomlinson, Henry,
 and descend.; Way, George, and descend., 1887.
**Wm. McAfee Goodwin, 1406 G Street, N. W.,
 Washington, D. C.**
 Christian Science Journal and Sentinel.
Edwin S. Gorham, 11 W. 45th St., New York
 Letters from a Great Musician, by A. C. Cox, 1893.
 Moonshine Wish Book, by Rebecca Crawford.
Gotham Book Mart, 128 W. 45th St., New York
 Japanese Architecture.
 Applied Art, by Cran.
 Monteford, Early Life of Jesus in Palestine.
J. F. Green, 1309 Houston St., Ft. Worth, Tex.
 The Millennial Harbinger, by Alexander Campbell.
 New Series, Bethany, Va.
Hall's Book Shop, 361 Boylston St., Boston
 An Old Maid's Paradise.
 A Burglar in Paradise.
Hanford & Horton Co., Middletown, N. Y.
 Dickens's Works, new national edition, cloth, com-
 plete in 40 volumes, new or good second-hand.
Harlem Book Co., 47 W. 125th St., New York
 Vol. 8 Langport Edition.
 De Luxe of Dickens, set.
Hazen's Bookstore, 238 Main St., Middletown, Conn.
 History of Connecticut, Sanford.
William Helburn, Inc., 418 Madison Ave., New York
 Genus Rosa, by Ellen Willmot.
 Stratham, Short Critical History of Architecture.
Walter M. Hill, 22 East Washington St., Chicago
 William Cullen, Bryant's Prose Works.
 LeSeuer, Historical Journal of (in French), New
 Orleans, 1831.
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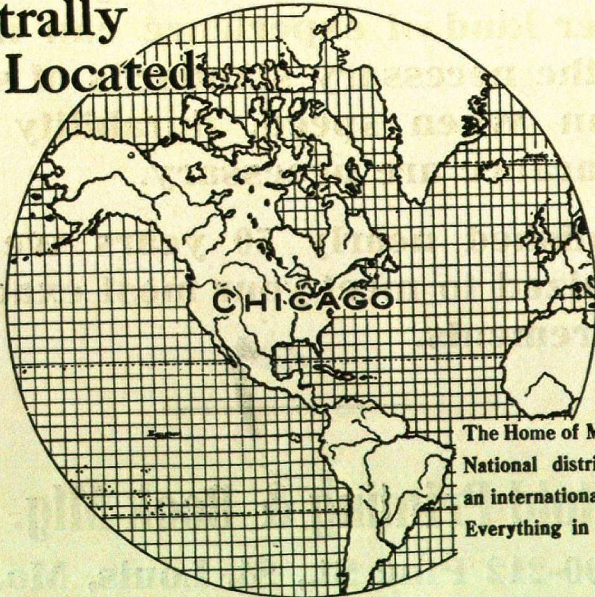
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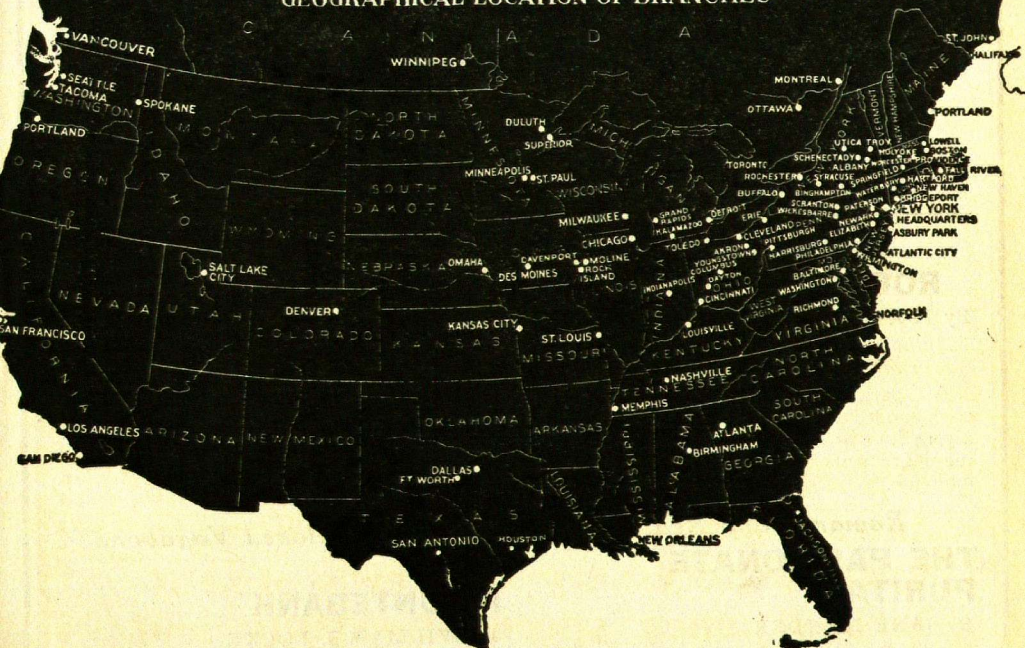
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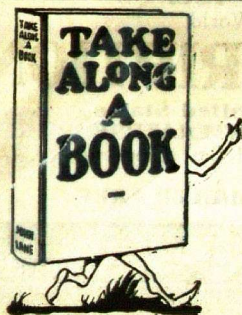
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